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# LEATHER and SHOES

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# THE TANNERS' NEGLECTED ROLE

**To provide a product plus a service to the shoe manufacturer**

THE tanning industry is going to place a million dollars on the barrelhead to promote leather to the consumer. Fine.

But after all the money is expended, and the industry is puffing from the all-out effort, it may be very much amazed to find that it has left a big vacuum of needed selling and merchandising right in its own back yard.

As is generally known, about 87 percent of all leather goes into footwear. It is obvious that the leather industry is deeply imbedded in the shoe industry — has a tremendous responsibility to contribute to the merchandising and promotional efforts of the shoe industry.

But there appears to be an ominous undercurrent, a trend of general uncertainty weaving through the tanning industry in recent years that is dissipating its role as guide and helpmate to the shoe industry. Traditionally, the shoe manufacturer has leaned a little on the tanner for guidance and assurance style-wise in terms of colors, finishes, textures, weights, etc., adaptable to certain type shoes being prepared for launching on the consumer market; in terms of suggestions for merchandising possibilities.

## Static Vendor

But, except for isolated cases, the traditional role of the tanner—or at least what *should* be his role — is rapidly disappearing. Instead, he is tending to become a static vendor—one who lays his goods on the table for the buyer to select and buy, but is otherwise inarticulate.

Where the tanners have long missed the boat—and continue to do so—is in playing a more emphatic role in the merchandising of footwear with their leathers. In one factor—colors—the tanners have acted in coordination with the shoe industry, and the results have been beneficial in creating a sense of direction.

Why should the tanner remain behind the scenes, selling his leather to the shoe manufacturer, and ceas-

## LandS Editorial

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ing his contribution from that point on? For example, do upper leather tanners as a whole in any pre-planned manner probe the shoe style trends? Do they keep close watch on consumer buying habits in terms of shoe fashions? Do they assemble and prepare seasonal shoe style and merchandising analyses with which they can offer some guidance to their customers—the shoe manufacturers—in the selection of leathers for seasonally new shoes?

Why is the tanner obligated to play this role, to make this contribution? The tanner, knowing these trends, would be able to make helpful and concrete suggestions to his customers in terms of textures, colors, finishes, weights, etc., adaptable to these trends. But, not familiar with such trends, he is forced to remain relatively inarticulate—to be simply a maker and seller of leather, leaving all further decisions and guidance strictly to the shoe manufacturer.

No one should know better than the tanner the adaptability — the fresh merchandising possibilities — of his leathers to current shoe style trends. With this knowledge he could help initiate new shoe style and merchandising trends that would be profitable to his leathers. And, of vital importance, the shoe manufacturer would be deeply grateful for this assist, for this qualified aid in making his decisions. The end result would be a stronger feeling of confidence and cooperation on the part of the shoe manufacturer, rather than merely a seller-buyer relationship.

Why shouldn't the tanner of upper leathers play a stronger role in influencing shoe style trends? Do

not these trends directly affect his product? For example, last year some 5,000,000 pairs of men's canvas-rubber shoes were sold as dress-casual shoes. This year some 12,000,000 pairs are expected to be sold. This market was *deliberately created* by rubber footwear producers by alert, pre-planned merchandising effort. This cost the tanners a proportionate number of leather shoes simply because they have made little effort to guide and influence shoe style trends to their advantage.

The shoe manufacturer, styleman, sales manager — all are constantly probing style and merchandising trends in a desire to create sales-successful shoes each season. They seek all assistance possible, much of it from their suppliers. And alert suppliers give tangible aid in this direction. This, perhaps, is not the case with most upper leather tanners — though, of course, there are some outstanding exceptions (who, incidentally, have found this policy highly profitable).

## One End Limp

Well, where does all this settle? On something very basic. The tanning industry's plan to spend a million dollars worth of consumer promotion is very commendable. But you cannot promote at one end and leave the other end limp and isolated. The leather industry has a wonderful opportunity to render a direct service to the shoe manufacturer — his primary and positive market — by making tangible contributions to the shoe manufacturer's problems in terms of pricing, making, styling and selling shoes. In fact the tanner has an obligation here.

By emphasizing this neglected role he is certain to win greater confidence and gratitude from the shoe producer, while at the same time making a real contribution to his own products, his industry, and the development and prosperity of his basic market — the shoe industry.



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# Stylescope

SHOE FASHION NEWS AND TRENDS

"Less shoe" was the outstanding theme at Guild of Better Shoe Manufacturers Spring-Summer showing last week. Eight members of Guild consistent in ideas on important or coming fashion points for shoes. Style trends definite. Manufacturers opening shoes up in every conceivable fashion for warm weather wear.

**Strippings lead the field.** More than ever before stripping sandals being given strong play by higher-grade women's shoe manufacturers. Since stripping sandals have received year-round acceptance as evening or dress shoe, industry has had much opportunity to experiment with styles for good fit and comfort. Result, new Spring-Summer stripping sandals varied and attractive in design, practical from standpoint of wearability.

**Glitter being added to airy-looking footwear.** Rhinestones dominate in this category. Beautiful stripping shoes studded with jewels and rhinestones. Delicate jeweled heels being used extensively. Much emphasis on sheer fabrics like frosted shantungs. Patent leather also being used extensively, in keeping with shiny, glittery trend. Combination of opened-up types with jeweled treatments has created one of most glamorous trends in women's dress shoes seen in years.

**Pretty femininity is keynote of styling.** "Sophisticated" approach to shoe designing, dominant for many seasons, taking a back seat. Emphasis being placed on delicate, slim, feminine and completely "lady-like" footwear. This in keeping with extreme femininity and elegance dominating women's ready-to-wear styling. Trend, established few seasons back, continues to grow. Example is I. Miller's promotion of its Spring line as "shoes, all feminine, all sentimental in feeling."

**"Fish mouth" toe openings fairly prominent in collections.** Other types of widely opened toes also noticeably evident. Some symmetrical, others off-sided. Different than opened toes of past seasons in that openings extend wider across toes or deeper up vamp or both. Again in keeping with feeling of "less shoe."

**Naked backs complete opened-up picture.** This trend, although not yet major, growing steadily. Problem here is in achieving a good-fitting shoe. Many lines now include a snug-fitting style through the use of bands or sabot-type straps, closed vamps, all riding very high on instep. Bands, straps, closed vamps extend far back to base of heel seat, then come around snugly across ankle. A wide range of treatments following this idea, but with narrow straps or vamp stripplings extending around heel to aid in fit, giving naked heel appearance. Halter straps also being used somewhat, but difficulty to achieve good fit has hindered some in this styling.

**Heels slimmer, more shaped.** French and Spanish types growing in importance. Throughout collections, heels on all heights more slender. Heels on all heights more shaped, sculptured. Delicate feeling of newest shoe styling demands slender, curved heels to maintain balance of design.

**Newest promotional idea in show is aimed at mature woman.** Theme is adult styling on flat heels. Heretofore flat heel shoes have been styled largely for teen-agers. Now Delman creates a shoe on a flat heel, styled especially for the young business or married woman. Vogue magazine will show this shoe editorially, stressing its comfort and practical features for working, shopping, walking, and calling attention to its adult styling. Belief is that there is definite need for this type of shoe, especially when considering growing number of women's labor force requiring more comfortable, smart footwear. A new trend could very easily be started and take hold.

**Clogs expected to be important Summer shoe.** Outdoor footwear being styled with "boudoir look." Banded vamps, thong-type uppers, naked backs—many of newer ideas being used on clog bases. Better clogs are lasted. Glitter being added to lend glamorous touch. Jerro Bros. using solid mahogany clog which holds firmly nails used to attach upper to wood. Also, leather or composition soles, heel lifts, and leather innersoles.

**The white shoe returns.** White slated to be biggest color of season, to be used in all-over and as trim with other colors. Natural or wheat shades take second place, while of the families of colors, brown takes the lead. Browns to be used in two-tones and three-tones, with the honeyed shades dominating. Most feel that the new blues are best promotional colors. Ready-to-wear stressing a variety of blues. Promotional tie-ups between costume and shoes, with shoes either as contrast or complement, has possibilities in blues. Much talk about purple and violet, but most feel color is dangerous, unless retailers willing to stand behind the colors with a terrific coordinating promotion.

**Fabrics and reptiles due for big season.** Outside of smooth leathers which lead the field, fabrics, especially those with texture interest, and reptiles expected to gain exceptionally good consumer acceptance. Leading fabrics are nylon mesh, linen and shantung. Reptiles being used as all-over or in combination. Much being done with two-texture interests, using a smooth with a textured material. Colors in reptiles more varied, brilliant, following general trend to more color in shoe wardrobes.

Rosalie Marzbanian

RIGHT IN YOUR OWN BACK YARD...

BY WEST

MOPWELL, BEST CLEAN-UP  
ON THE TEAM, SHOWS THE  
VISITING FIREMEN A FEW  
TIMESAVING TRICKS...  
THANKS TO  
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NOW YOU SEE  
GENTLEMEN,  
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WASHES AND WAXES  
IN ONE SIMPLE OPERATION...  
SAVING ME HOURS EACH  
WEEK FOR BOWLING,  
TELEVISION, LOAFING  
AND OTHER PLEASANT  
ACTIVITIES...

BURSTLY  
BOILER  
COMPANY  
CAFETERIA

AND YOU'LL  
NOTE, I DON'T  
EVEN USE A  
SCRUBBING  
BRUSH...

AND TO THINK  
I'VE BEEN WEARING MY  
MOPS DOWN TO THE HANDLE...  
WHEN I COULD HAVE BEEN  
USING **LUSTRECLEAN**  
THAT REQUIRES NO RINSING.  
AND LISTEN TO THIS... IT'S  
GOOD FOR WOODWORK  
TOO...

LET'S BLACKBALL  
MOPWELL OUT OF THE  
BOWLING LEAGUE FOR  
NOT TELLING US ABOUT  
**LUSTRECLEAN**...  
THAT IS, UNLESS HE  
BUYS THE BEERS NOW  
THAT HE'S ALMOST  
THROUGH...

IT LEAVES  
A SURFACE  
CLEAN AS  
A FROZEN  
MILLPOND!



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Company \_\_\_\_\_

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Dept. 41

# WHAT HIT



## SHOE BUSINESS IN 1951?

*The year of the mystifying slump—and here's what happened*

THE shoe industry, still groggy, is asking, "What hit us in 1951?" Now that the fog clears and the facts and figures rise in sharper relief, we're able to get a pretty good view of what happened.

For 1952, shoe production fell nearly 60,000,000 pairs from the previous year—a plague fall unprecedented in the industry. Shoe output dropped from 512,000,000 pairs in 1950 to an estimated 451,000,000 (civilian shoes) in 1951.

The interesting fact about the production picture was the timing and the degree of fall. Through 1950, quarterly shoe production remained at a fairly high and level pace, with highs of about 134,000,000 pairs in each the first and third quarters, and lows of about 120,000,000 pairs in the second and fourth quarters, a quarterly average of 127,000,000 pairs for the year. This pattern continued right through the first quarter of 1951, with production rising

to 133,000,000 pairs, or about the same as the high first and third quarters of 1950. (See Figure 1.)

Then suddenly the bottom fell out of the barrel. Production in the second quarter of 1951 plummeted to 107,000,000 pairs, fell to 105,000,000 in the next quarter, and to 104,000,000 in the final quarter. In short, the average output for each of the last three quarters of 1951 was about 21,000,000 pairs below the average quarter for 1950.

As everyone knows, it was at the beginning of the second quarter of 1951, immediately following Easter, that the business slump abruptly occurred. Virtually all lines were hit as consumers unexpectedly pulled out of the markets. However, shoe business at retail levels showed only a mild dip. Shoes being a staple and necessity with a regular consumption pattern, continued to be sold at "normal" pace, but below the earlier pace.

The buying story with retailers,

however, was quite different. Still flushed with the spree of 1950 and early 1951, their shelves were full in anticipation of continued good business. When consumer purchases fell to a normal pace, the retailers found themselves with top-heavy inventories that would take some time to work off at the normal consumer purchasing rate. They pulled in their buying horns, factory output sagged, and in the last quarter some 40,000 shoe workers were unemployed.

Now, there has been much talk about the status of the industry's inventories. A statistical analysis of inventory positions preceding the 1951 slump are highly significant. At the start of 1950, the inventories held by the leather and leather products industry were valued at \$461 millions. But by year's end it had risen \$117 millions to a total of \$578 millions. Part of this was dollar value gain, but most was actual increase of stocks on hand. The stocks of materials and supplies jumped \$100 in this period, while inventories of finished products increased by some \$17 millions. (See Table 1.) This indicates that producers were in gear for continuation of bustling business—and that no one was foreseeing a fall ahead.

A look at retail shoe inventories is equally revealing. In Table 2 we see Dept. of Commerce figures on standings of retail shoe inventories at the end of each year. Note the stability of these inventories in the three-year period, 1938-40. The sudden jump in 1941, the war-scare year when retailers stocked heavily and production hit a record 498,000,000 pairs.

Table 1  
What Happened To Inventories In 1950  
(leather and leather products industries)  
(in millions of dollars)

	Start of 1950	End of 1950
Total Inventory (leather and leather products)	\$461.2	\$578.0
Total Finished Products	143.6	161.4
Total Materials, Supplies, Work in Process	317.6	416.6
Tanning and Finishing Inventories	156.8	182.2
Finished tanning products	47.7	48.4
Tanning Materials and Supplies	109.1	133.7
Footwear (except rubber)	197.3	262.3
Finished Shoes	56.4	66.3
Shoe Materials and Supplies	141.0	194.0

(Note: Going into 1951, inventories obviously loaded. This situation even more extreme in early months of 1951.)

Note the inventory stability from 1941 to 1943, then the effect of shortages and the consequent inventory drop in 1944-45.

**Table 2**  
**Retailers' Shoe Inventories**  
(End of year and month value)

(in millions of dollars)

1938	\$160
1939	161
1940	160
1941	193
1942	194
1943	191
1944	169
1945	138
1946	254
1947	313
1948	345
1949	344
1950	382
January, 1951	465
February	481
March	448
April	477
May	477
June	475
July	492
August	499
September	476

Came war's end and the postwar rush and inventories shot sky high (note the sharp rise 1945 to 1946—mostly for depleted inventory rather than actual retail sales.) A fair inventory stability for four years—then Korea and the spectacular inventory jump in 1950. This carried even higher in 1951, as the monthly analysis shows. Much of this, of course, was dollar value increase, but a good portion was actual stock or unit increase on hand.

In Table 3, showing value of shoe manufacturers' inventories, the picture is even more graphic. The sudden inventory swelling in 1950, as compared with 1949, was expanded even more in early 1951. Then note what happened after February, 1951, when output was suddenly hit hard.

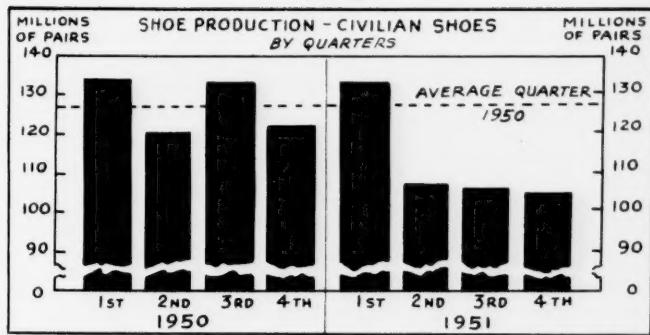
**Table 3**  
**Manufacturers' Shoe Inventories**

(End of year and month value)  
(in millions of dollars)

1946	\$260.0
1947	304.0
1948	298.0
1949	291.0
1950	343.0
Jan., 1951	349.7
February	344.5
March	371.1
April	37.5
May	387.7
June	398.1
July	373.2
August	339.8

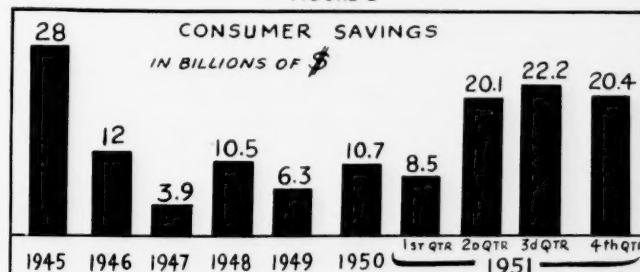
Manufacturers, caught with heavy stocks and light sales, found their inventory value swollen from March

**FIGURE 1**

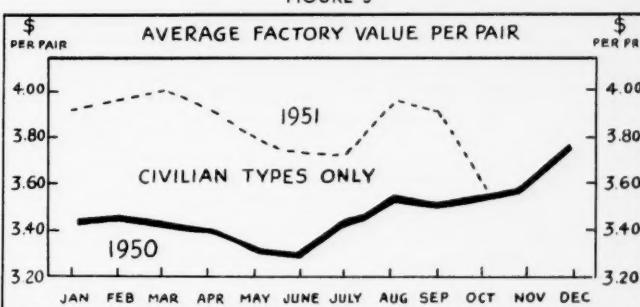


Tanners' Council

**FIGURE 2**



**FIGURE 3**



Tanners' Council

through July, after which there occurred a gradual inventory decline as their stocks were slowly worked off. Again, though part of this increase was due to a boost in dollar value of held stocks, much was due to additional units on hand which sold slowly.

Shoe prices followed the parallel of production and inventories. In June, 1950, at the Korean outbreak, average factory price per pair was about \$3.30. By year's end they'd risen to \$3.80, continued to rise until they reached a peak (civilian shoes) of about \$3.95 at the end of March,

1951. Here the sudden slump hit business, and shoe prices gradually rolled downward to about \$3.77 at the end of July, showed a slight spurt upward in August and September, then took a real tumble to reach about \$3.50 at year's end—or only a little higher than pre-Korean levels. (See Fig. 3). The pattern of rise-and-fall of production, inventories and prices was parallel in every respect.

The inevitable question poses itself: Why did shoe business—all business—take the sudden slump after the first quarter of 1951?

(Concluded on Page 34)

# CALCULATING COSTS BY WEIGHT

By Karl Victor and Herbert F. Stevenson

**I**T has been mentioned already (L&S Nov. 24) that all prime costs of actual calculation, obtained from the bookkeeping, can be easily related to the white weight. But now the question arises as to which white weight should be used as a relation base.

At first sight this question would be answered in a very simple way. All white weights of the calculation period have to be summed up and the sum considered as the calculation base. However, if examined more carefully it can be shown that this value cannot be used at all, because it does not correspond either to the white weight of soaked stock nor to the white weight of finished stock. It cannot be considered as belonging to the soaked stock, because the first weights measured at the start of the period derive from loads which were soaked before and because the white weights of the last loads soaked during the period will be determined only in the next period. Although the obtained sum is rather close to the real soaked weight and there cannot be considerable deviations, the exact way to determine the soaked weight will be described shortly. This latter way has to be used to make the calculation logical and free of contradictions. As to the white weight of the stock finished during the period, the obtained sum stays far away from it and, therefore, it cannot be considered as the calculation base.

For determination of the real calculation base the following considerations have to be taken:

The real white weight of hides soaked during the period may be marked with  $w_S$ ; the real white weight of hides finished during the period with  $w_F$ . If the tannery has a perfectly uniform run, both values will be identical and the practically found sum of white weights will be identical with them too. Thus this value has to be considered as calculation base.

### Example

However, this may happen only occasionally. In most cases,  $w_F$  will be different from  $w_S$ , and both will be different from the practically found sum.  $w_F$  will be bigger than  $w_S$  if more hides are finished than soaked; i.e., the stock in process decreased during the period. In the same way,  $w_F$  will be smaller than  $w_S$  if less hides are finished than soaked; i.e., if the stock in process increased during the period.

Now it is evident that full material and labor consumption can be accounted only for those hides which were soaked and finished during the period. Those which were soaked before and finished during the period, and those which were soaked during and left unfinished at the end of the period, have to be charged with less costs. Thus the real calculation base is somewhere between  $w_S$  and  $w_F$ . It can be found if the determination of these values are first discussed.

$w_S$  can be obtained from the following equation:

$$\begin{aligned} \text{Raw hide stock at beginning of} \\ \text{period} &+ \\ \text{Raw hide stock arriving during} \\ \text{period} &- \\ \text{Raw hide stock at close of period} \\ &= \\ \text{Soaked stock.} \end{aligned}$$

The bookkeeping and inventory accounts will supply numbers and weights of all sorts of raw hides in stock and received during the period. However, the white weights of each sort must be calculated separately, based upon actually obtained average values in the period.

In the above mentioned tannery the following white weight percentages were obtained which may be mentioned as example in Table 3.

All raw hide weights in stock and arrived during the period must be multiplied by these factors and changed into white weights by this way. Tables 4, 5 and 6 show the values obtained in the same tannery.

### Decrease of the raw hide stock:

$$\begin{array}{r} 1,239,265 \\ 1,193,102 \\ \hline \end{array}$$

$$46,163 \text{ lb.}$$

Determination of soaked weight:  
White weight of  
hides arrived during  
period

$$10,723,479 +$$

Decrease of the white  
weight of raw hide  
stocks

$$46,163$$

$$w_S = 10,769,642 \text{ lb.}$$

Of course, if an increase of raw hide stock had been stated, this would have to be subtracted from the weight of hides arrived.

The white weight of the finished stock  $w_F$  depends upon  $w_S$  and the decrease of stock in process. White weights of stocks in process can be obtained from the inventories and have to be determined by methods which will be discussed later in the section on inventories.

(Continued on Page 35)

TABLE 3  
Average Yield Percentages Obtained

Denomination	Corresponding White Weight (Pounds)
100 lbs. cattle hides, salted weight	112.4
100 lbs. cattle hides, dry weight	223.2
100 lbs. kips and overweights, salted weight	118.6
100 lbs. calf skins, salted weight	127.7
100 pieces of sheep skins	704.9
100 pieces of lamb skins	149.8

# Serving You in '52

# CALCO

## Dyes for Leather

Calco believes that constant improvement in the production and application of leather dyes is the key to better service.

Our sales force, as a result of long practical experience in working with leather, can help you in many ways.

Free to advance their own ideas to guide you in selecting the right dyes for the job, they are continually showing us the way to improve our own products and services. That is the reason why we are able to promise you dye-service that's intelligent, ever alert, to help you do your job still better.



*AMERICAN Cyanamid COMPANY*

CALCO CHEMICAL DIVISION, DYESTUFF DEPARTMENT

BOUND BROOK, NEW JERSEY

NEW YORK, CHICAGO, BOSTON, PHILADELPHIA, CHARLOTTE, PROVIDENCE

REPRESENTED IN CANADA BY NORTH AMERICAN CYANAMID LIMITED, CALCO CHEMICAL DIVISION

MONTREAL — TORONTO



*Listen for  
the Danger  
Signal!*



**Every Hazardous,  
unwanted tack can be  
electronically located...**

No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

**What it is.** The Tack Detector is a compactly designed, portable machine utilizing heavy duty electronic tubes and parts for long and uninterrupted service. Placed on a convenient bench, shoes may be inspected without removal from the rack by means of the probe or wand which is connected to the machine by a light and flexible cable.

**How it works.** An audible but muted buzzing signal sounds

**UNITED SHOE MACHINERY CORPORATION**

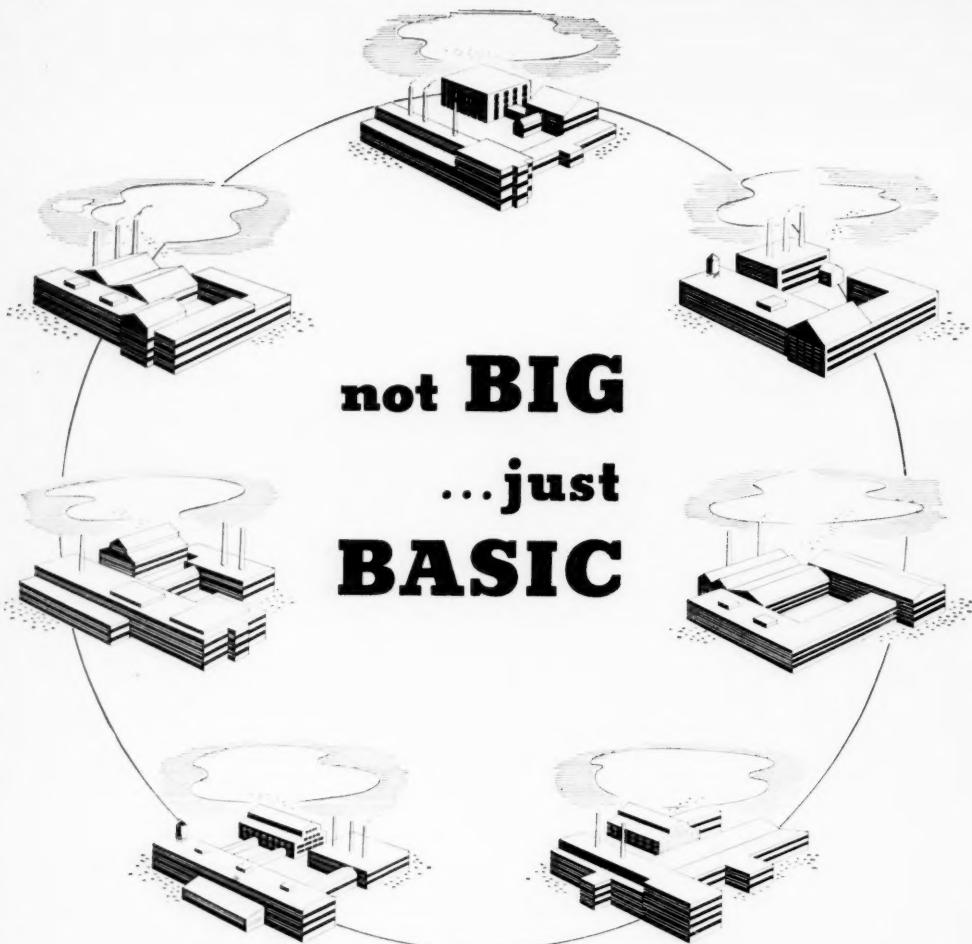
BOSTON, MASSACHUSETTS

with the **USMC**  
**TACK-DETECTOR**  
**MODEL A**

when wand contacts metal objects. Search is rapid as over-all contact of the insole can be made on one entry and removal.

**High production . . . Low maintenance.** Depending on factory conditions, production will vary from approximately 6000 pairs daily where the operator merely searches the shoes to approximately 2000 pairs where search and removal are performed by one operator. Maintenance costs are low.

For complete details call the nearest United Branch Office.



**not BIG  
... just  
BASIC**

It is basic to be larger than just large enough — to have houseroom for the next customer after he's been welcomed in. It is basic, too, to have what it takes to bring him in and to have ready for him the goods and service he is looking for. To make better box toes — and enough of them — it became basic for us to own and operate a felt mill, a rubber plant, and finally a plastics fabricating division as supplements

to our impregnating and calendering units. In order to reconcile manufacturing processes to new raw materials — to coordinate box toe activation to speedier shoe lasting — to develop clean, white thermoplastic toes that permanently attach to shoe linings, it became basic to research new fields from electronics to metallurgy. We find ourselves liking the job, as you will like the results of it.



Beckwith Manufacturing Company, Dover, New Hampshire, and its subsidiaries, Arden-Rayshine Company, Watertown, Mass.; Beckwith Mfg. Co. of Wisconsin, Milwaukee; Beckwith Box Toe, Limited, Sherbrooke, P. Q., Canada; are manufacturers of conformable shoe foundation materials. Other subsidiaries include Victory Plastics Co., Hudson, Mass., plastics fabricators; Felt Process Company, Boston, Mass., industrial feltmakers; and Safety Box Toe Company, Boston, Mass., marketers of steel safety box toes.



### **First prediction of 1952 shoe production**

**total** came this week from Julius G. Schnitzer, Director of National Production Authority's Leather and Leather Products Division. Speaking at New England Shoe and Leather Association annual meeting, Schnitzer said 1952 output would be 10% over 1951—an approximate increase of 47 million pairs bringing 1952 production to 518 million pairs.

### **This should mean a good year for industry.**

But there are a few "ifs." First, Schnitzer believes manufacturers and retailers must get together on "cooperative action" to increase pairwise sales. More important, he feels manufacturers must hold shoe prices down to at least present levels. Any long-term strength in hide market resulting in increases all along the line could easily upset the apple cart.

**Short of war, likelihood is market will continue bearish, stabilize at best during most of '52.** Domestic hide and skin production expected to increase somewhat over last year. This will mean plentiful supply of rawstock and leathers, keep prices from climbing again—as long as demand remains the same.

### **Demand situation could change overnight.**

Turn for worse in international cold war or sudden flareup into large or small hot war would do it. Nobody knows what to expect here. If Congress passed Universal Military Training bill, immediate increase in leather requirements might push price up again. Last year proved that inflation of any kind, no matter the cause, means less sales, far less profits for shoe industry.

**The 518 million pair figure also has several "ifs."** Civilian output in '51 now figured at 450 millions. Military production was 18-20 millions. Latter currently expected to be closer to 12 million pairs in coming year. This civilian production would have to increase to over 500 millions—a gain of at least 50 million pairs in civilian shoes alone. A 10% boost in 450 million civilian shoe production of 1951 would supply only 45 million pairs. Actually, civilian output must increase over 10% to bring over-all 10% hike—a large order.

**Next big question in industry is when NPA will remove hide and skin wetting allocations.** Government as much as promised early removal at meeting in Washington last week with industry advisory committee. This is reversal of NPA thinking at end of 1951 when Agency officials shrugged off proposals to end allocations, said controls could not be dependent upon short-term market changes. International situation has not changed essentially since late '51, market is still about the same, but NPA apparently feels now that rawstock supply situation well in hand.

**Latest employment figures in leather and leather products manufacturing field** show 353,000 workers employed in Nov. 1951, a decline of 6,000 from Oct. and fully 46,000 less than Nov. 1950. Oct. breakdown showed 224,000 leather footwear workers employed in all categories compared to 231,100 in Sept. and 244,000 in Aug. Production worker totals were 201,500 in Oct., 208,300 in Sept. and 221,300 in Aug.

• • •

**Leather and leather products industry well down on list of 2nd quarter 1952 Controlled Materials Allotments.** Industry will get total of 9,833 tons of steel, 387,000 lbs. of copper and copper base alloys, and 388,000 lbs. of aluminum.

• • •

**Government has opened way for defense procurement agencies to award contracts to labor surplus areas** even though lower prices available elsewhere. This could be boon to Brockton and other stricken areas. Ruling made this week by U. S. Comptroller General Lindsay Warren. Legal authority for awarding military contracts to other than lowest bidders found in emergency declared by President Truman in Dec. 1950.

**Office of Defense Mobilization** now reports Defense Mobilizer Charles E. Wilson will shortly issue directive ordering military procurement agencies to place contracts in distress areas. This could mean many smaller shoe manufacturers will get bigger pieces of forthcoming '52 orders.

# "500 MILLION PAIR"—SCHNITZER

## SEES 10% HIKE IN 1952 PRODUCTION

### But Leather Prices Must Remain Low

Shoe production in 1952 will be close to the 500 million pair mark provided the industry is able to maintain prices at present levels or lower, according to Julius G. Schnitzer, Director of the National Production Authority's Leather and Leather Products Division.

Schnitzer told a press conference immediately preceding the New England Shoe and Leather Association's 33rd annual meeting that he expected a 10 percent increase in shoe output this coming year. He based his prediction upon both manufacturers and retailers taking full advantage of an improved inventory position.

"It is my opinion that it would be a mistake for retailers to operate with low inventories during the present year," he said. "Those retailers who have the size and style wanted by the public will get the business, while those with short supplies will find their customers have gone elsewhere."

The NPA leather chief said he looked for a "slight increase" in domestic hide and skin production in '52. The over-all supply situation should be somewhat better than last year, he added. "Naturally, the rate of operations in the tanning industry will determine whether the available supplies will be sufficient to meet requirements without necessitating larger imports."

Schnitzer said he was definitely in favor of the removal of NPA hide and skin allocation controls as soon as the supply situation would permit. He said he would recommend that future easing of restrictions on raw-stock supplies be made "across the board" rather than on an item by item basis.

Daniel J. Danahy, Chief of the Office of Procurement, Munitions Board, said he was not permitted to reveal military footwear requirements for the next six months. It would be considerably below that of the last six months of 1951, he added.

Danahy said he believed both allocation and price controls should be removed from the industry when-

ever conditions favored ending of restrictions.

Referring to a recent military negotiation for combat boots and low quarter tan shoes, he declared he "wouldn't blame the Quartermaster Corps if they never negotiated another shoe contract after all the unjust criticism they received regarding this particular negotiation."

Speaking of the recent furore over shoe contracts placed with the Federal Prisons, Inc., he pointed out that there is a mandatory law that federal prisons be given such contracts and military contracting officers are not free to place contracts where they deem best.

Danahy asked leather and shoe manufacturers not to embarrass Defense Department employees by "offering well intended entertainment, gifts, etc., and take a chance on having your contract terminated."

Sen. Richard Nixon (R-Cal.) spoke on "1952—A Year of Decision." Nixon said he also favored removal on control restrictions wherever feasible.

In his report for 1951, Frank S. Shapiro, NESLA president, said the Association had increased its membership in the past year from 429 to 433 firms, including "every important company in the shoe, leather and allied trades." He said the Association had been active in many matters during 1951 and had helped clarify Government military shoe procurement policies.

New England manufacturers received an estimated 40 percent of total military shoe awards in 1951, equal to the peak of any year during or since World War II, he said.

At the annual election of officers, John E. Foote of John Foote Shoe Co., Brockton, was elected Association president to succeed Shapiro who did not stand for re-election. All other officers were re-elected, including Robert C. Erb, J. F. McElwain Co., Nashua, N. H.; Paul O. McBride, Milford Shoe Co., Milford, Mass., and Samuel L. Slosberg, Green Shoe Mfg. Co., Boston, as vice presidents; A. W. Berkowitz of Bourque Shoe Co., Raymond, N. H., as treasurer, and Maxwell Field as executive vice president and secretary.

New directors elected included Elliott Fleisher, Wallace J. McGrath, Ted Poland, L. J. Sheaffer, James Shapiro, and Joseph F. Wogan.

## SEEK NEW HIDE FUTURES CONTRACT

### Commodity Exchange Meets January 22

Establishment of a new hide futures contract is being considered by the Board Hide Trade Group of the Commodity Exchange, Inc., in New York, according to Milton R. Katzenberg, vice president of the hide group.

Members of the Commodity Exchange have been informed that an informal meeting will be held Tuesday, Jan. 22, at 3:30 p.m. on the trading floor of the exchange to discuss the new contract.

Object of establishing the new futures contract is to broaden the base of deliverable grades and classes of hides and make other essential changes, Katzenberg said.

The proposal names as base grade standard No. 1 native packer hides, average 52/53.99 lbs. Hides of large and small packers of a quality equal to standard packer quality will be deliverable at par. Where quality is not up to this standard, hides will be discounted by the Inspection Bureau.

The new contract will provide for premiums and discounts on hides based on average weight by granting premiums to hides lighter than 52 lbs, and discount hides heavier than 53.99 lbs. It is expected that the quantity of hides available for delivery will be substantially increased and that the schedule for discounts and premiums for weight will bring the contract more in line with radically changed conditions in the industry.

The list of foreign hides eligible for certification and delivery has also been increased by the addition of several descriptions, Katzenberg said.

## GUTMAN RESUMES WORK

The early morning fire which broke out on the morning of Jan. 10 at the tannery of Gutman & Co., Chicago, tanner of bag, case and strap and other leathers, did not cause as much damage as estimated earlier, according to company spokesmen.

Damage to the tannery necessitated some alterations but operations have already been resumed and it is expected that production will be back to normal by Jan. 21.

## NPA STUDIES END OF LEATHER CONTROLS

### Supply Held Plentiful For Current Needs

Early removal of hide and skin allocations and wetting controls appeared imminent this past week following a meeting in Washington between the National Production Authority and members of the Leather Industry Advisory Committee.

The committee, numbering several of the country's leading tanners, recommended unanimously that NPA remove all leather controls on an across-the-board basis. In recent months, NPA has relaxed various leather controls on an item-by-item basis as warranted by the supply and demand situation.

Tanners qualified their recommendation for removal of controls as contingent on unfavorable developments in the international situation or the adoption by Congress of a large-scale universal military training program. The latter, they admitted, would substantially raise military procurement of leather goods.

NPA took an official stand in favor of ending controls "at the earliest time consistent with the national interest" when Julius G. Schnitzer, director of its Leather and Leather Products Division, said his agency was "carefully watching" supply and other factors.

Both Government and committee members agreed that continuation of the present supply situation called for early relaxation of controls. Not only have supplies of finished leather improved substantially since the imposition of controls in Feb.-May, 1951, but military procurement is dropping and civilian demand has fallen appreciably since the "speculative post-Korean peak."

Industry representatives agreed that allocation and wetting controls should be removed simultaneously on all basic types of domestic hides and skins "to prevent a competitive unbalance in the industry." However, monthly statistical reports from the leather industry should be continued to enable NPA to act quickly should the situation change.

The Government warned that military glove procurement this year may drop off as much as 40 percent from the 1951 rate. It estimated that the services bought 17 million pairs of gloves and between 13-20 million pairs of shoes in calendar 1951.

NPA said that 1951 stockpile goals in the three main vegetable tanning materials under control—quebracho, wattle and chestnut—have not been reached. Fear of the effect upon the market of possible release of stockpiled materials may be contributing to difficulty in obtaining imports of these materials.

NPA now has four orders in the leather field; M-57, the vegetable tanning material control; M-23, defense-rated orders; M-35 under which monthly purchase allocations of cattle hides, calfskins and kips are issued to the industry; and M-62, which under the recent amendment (Dec. 29, 1951) maintains wetting controls over cabretta, shearling, kangaroo, sheepskin (other than fleshers and shivers) and imported goatskin. Since its original issuance on May 15, 1951, M-62 has at various times also controlled horsehides, horsehide parts, domestic goatskins and deerskins.

Committee members present were: C. L. Heselton, Armour Leather Co., Chicago, Ill.; Sherwood B. Gay, Blanchard Bro. and Lane, Newark, N. J.; Jewett F. Neiley, Endicott-Johnson Corp., Endicott, N. Y.; F. Sturgis Stout, John R. Evans and Co., Camden, N. J.; Arthur R. Gebhardt, A. L. Gebhardt Co., Milwaukee, Wis.; George E. Harding, Howes Leather Co., Inc., Boston, Mass.; R. J. Stewart, Leas and McVitty, Inc., Philadelphia, Pa.; Ralph Pope, Northwestern Leather Co., Boston, Mass.; Erhard Buettner, Pfister and Vogel Tanning Co., Milwaukee, Wis.; Harold Connell, Surpass Leather Co., Philadelphia, Pa.; Laird H. Simons, Jr., William Amer & Co., Philadelphia, Pa.

### PIGSKIN GETS BOOTED

Pigskin, synonymous with the football since the game was invented in 1869, may be getting the official boot. At least, the football rules committee of the N.C.A.A. dealt the leather football a rude kick this week when it said it expected to approve use of a ball covered with material other than leather.

The committee based its ruling on claims that a rubber-covered football increased passing and kicking efficiency, particularly when wet. In 1951, rubber footballs accounted for 35 percent of the market. The new ruling opens wide the field. And pigskin (actually cowhide) may find itself on the sidelines of gridirons.

## SELECT WOMEN'S FALL LEATHER COLORS

### Color Committees List 7 New Colors

Seven additional new colors for women's Fall 1952 footwear were selected on Jan. 11 by the Color Committees of the Tanners' Council, the National Shoe Manufacturers Association and the National Shoe Retailers Association. The new colors plus 15 repeated colors bring women's fall colors to 22.

New colors include Sapphire, a light clear electric blue; Ruby, a dark red shade; Emeraude, a dark green; two new grays with the lighter similar to Avenue Gray and called Smoked Pearl, and a dark neutral gray called Dusk; Chestnut Brown, a new medium brown shade; and Copper Lustre, darker version of Burnt Sugar.

All except Chestnut Brown will be shown in smooth leathers and suede. Chestnut Brown will be swatched in suede only. Following is a complete list of women's Fall colors:

**SMOOTH LEATHERS**—Repeated colors: Walnut Brown, Town Brown (called Malacca Brown last season.) Cognac, Golden Wheat, Benedictine, Russet Glow, Green Pepper, Cherry Red, Basque, Turf Tan, Tropic Tan, Admiral Blue, and Flight Blue.

**New Colors:** Sapphire, Emeraude, Copper Lustre, Ruby, Dusk, Smoked Pearl.

**SUEDE LEATHERS**—Repeated Colors: Maple, Admiral Blue, Flight Blue, Spicetang, Basque Red, Green Pepper, Town Brown.

**New Colors:** Sapphire, Ruby, Emeraude, Chestnut Brown, Smoked Pearl, Dusk, Copper Lustre.

Complete group of men's leather footwear colors for Fall 1952 follows:

**SMOOTH LEATHERS**—American Burgundy, Bourbon, Cherrystone, Cedar (a new brown), Admiral Blue, British Tan, Club Brown, Ambertone (a new golden brown), Redwood Brown, Lariat Tan, and Rocky Tan.

**GRAINED LEATHERS**—Norse Brown and Ambertone.

**BRUSHED LEATHERS**—Admiral Blue, Desert Copper, Prairie Brown, Slate Gray, and Chestnut Brown (a new medium brown).

Swatch sets will be mailed within a few days to all tanners, shoe manufacturers, retailers and style and color experts by the Tanners' Council.

## LEATHER SHOW EXHIBITORS

The Waldorf-Astoria      New York  
March 11-12, 1952

Booth No.	Company	Booth No.	Company
4	Acme Leather Co.	17	Thomas B. Harvey Leather Co.
41	Agoo Leather Cos., Inc.	72	Hebb Leather Co., Inc.
	Allied Kid Co.	21	Hecht Leathers Corp.
92	New Castle Division Quaker City Division	107	Melvin Henkin, Inc.
93	McNeely Division Sterling Division	3	Hiteman Leather Co.
94	Standard Division	2	Horween Leather Co.
33	Amalgamated Leather Cos.	42	Howe Leather Co., Inc. American Oak Chrome Retan Div.
26	Amdur Leather Co., Inc.	35	E. Hubschman & Sons, Inc.
47	Williams Amer Co.	84	Hunt-Rankin Leather Co.
11	American Belly Tanning Corp.	76	Irving Tanning Co.
64-65	American Hide & Leather Co.	48	I. M. Kaplan, Inc.
25	American Kid Co., Inc.	50	Kirstein Leather Co.
7	Carl Antholz, Inc.	27	Korn Leather Co.
73	Armour Leather Co.	106	Kroy Tanning Co.
37	Peter Baran & Sons, Inc.	38-39-40	A. C. Lawrence Leather Co.
77	J. S. Barnett & Sons, Inc.	57	Leach-Heckel Leather Co.
82	Barnett Bros. Leather Co.	63	G. Levor & Co., Inc.
55	Barrett & Co., Inc.	31	J. Lichtman & Sons
100	Beardenkopf Leather Co.	45	Lincoln Leather Co.
61	Beggs & Cobb, Inc.	66	Loewengart & Co.
15	Bernard Co., Inc., The	1	Hermann Loewenstein, Inc.
83	Besse, Osborn & Odell, Inc.	5	Malis Leather Co.
44	Blanchard Bro. & Lane	36	Marcus-Forscher & Co.
18	N. Brezner & Co., Inc.	16	McNeely & Price Co.
9	Burk Brothers, Inc.	102	Merrimack Leather Co.
29	Carr Leather Co.	87	W. Milender & Sons
56	Colonial Tanning Co., Inc.	43	Murray Leather Co.
49	Crestbrand Leather Co.	95	R. Neumann & Co.
34	Donnell & Mudge, Inc.	81	Northwestern Leather Co.
67	F. C. Donovan, Inc.	62	The Ohio Leather Co.
10	Dreher Leather Mfg. Corp.	19	Overseas Commerce Corp.
75	Dungan, Hood & Co., Inc.	54	Pfister & Vogel Tanning Co.
24	Eagle-Flagg Tanning Corp.	86	Fred Rueping Leather Co., Inc.
12	Eagle-Ottawa Leather Co.	32	Seton Leather Co.
28	John R. Evans & Co.	103	Shrut & Asch Leather Co.
104	Fleming-Joffe, Ltd.	97	Sigma Leather Mfg. Corp.
14	John Flynn & Sons, Inc.	53	S. W. Simon Leather Co.
22	S. B. Foot Tanning Co.	63	Tan-Art Co., Inc.
52	Leonard Freedman & Sons	68	Albert Trostel & Sons Co.
58	A. F. Gallun & Sons Corp.	46	R. J. Widen Co.
101	Garden State Tanning, Inc.	71	Winslow Bros. & Smith Co.
96	Garlin & Co., Inc.	85	Richard Young Co.
103	Geilich Leather Co.	23	Ziegel, Eisman & Co.
20	Gordon-Gruenstein, Inc.		
51	J. Greenebaum Tanning Co.		
6	Griess-Pfleger Tanning Co.		
74	Gutmann & Co., Inc.		
30	Haight & Co., Inc.		
8	L. H. Hamel Leather Co.		

## Navy Cites Two For Work On Thermos Boots

Two civilian technical employees of the Naval Supplies Activities office in Brooklyn, N. Y., Salvatore V. Gianolia and Dominick E. Maglio, have received special Navy citations for their work in developing the new "thermos boot" that has effectively eliminated trench foot in the Korean campaign this winter.

Gianola is supervisor of research development in the Naval Supplies office while Maglio is a research technician. Both were given raises of \$200 annually along with the citations.

A statement issued by Commander H. R. Fahlbusch, executive officer at the Brooklyn base, said that the "thermos boot" had prevented frost-bitten feet among American troops in Korea "without a single exception." All Marines and the majority of Army and Navy shore forces now have the boot.

LEATHER AND SHOES in its issue of Feb. 3, 1951, carried the full story of the development of the boot after two years of intensive research by Navy scientists. The new boot is of rubber inside and out and derives its protective qualities from two layers of rubber with air space between them.

The insulation thus afforded is so perfect that soldiers wearing the boots even in 60 degrees below zero can keep their feet warm with only a single pair of cotton socks. Tests have proved that the boot not only seals in air but will cause water coming in over the top of the boot to approach normal skin temperature within an hour.

## Four Shoemen Rescued In Plane Crash

Four shoe executives were among the 36 persons aboard a Northeast Airlines plane bound from Boston to New York which crashed into the East River near LaGuardia Field in New York on Jan 14. All were rescued as were remaining passengers and crew when the twin-engined plane missed a landing during a fog and plowed into shallow water.

The four were Albert A. Harris, assistant superintendent at Green Shoe Mfg. Co., Boston; Bernard Short, sales representative of Preston Shoe Co., Lynn; Israel A. Bor-kum, a partner in the Maybury Shoe Co., Rochester, N. H., and Henry C. Stillman, Lawrence shoe manufacturer. All were bound for New York on business.

## NEW STYLES FOR PLAY AND WORK



Pictured above are five of the newest men's shoes for Spring displayed recently in New York at the National Shoe Institute's breakfast for out-of-town editors. Left to right at top: back patent leather tasseled moccasin for evening wear by Nettleton, Jarman's casual elkskin shoe with drawstring design called "Tobacco Pouch," and Florsheim's black calf slip-on gore. Below: a cool comfortable nylon mesh and calf gored shoe from Thom McAn and a tone-on-tone brushed leather with leather thong stitching on the vamp from Walk-Over.

## FLORSHEIM WORKERS END LONG STRIKE

### New Contract Includes 6c Wage Hike

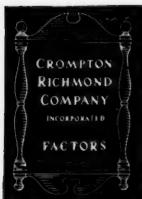
The long strike which has halted production at Florsheim Shoe Co's six factories since Nov. 1 ended this week when officials of the company and United Shoe Workers of America, CIO, reached agreement on a new contract.

Terms of the two-year pact, which brought to a close the 10-week strike, included a six cents hourly wage increase, vacation improvements and a conversion arrangement. Employees returned to work on Jan. 15.

Jack Spiegel, the union's organization director, said the contract also provides for a wage re-opening within nine months, a two cents hourly average "subsidy" to all piece workers who do not earn their piece work average, and a minimum of 95 cents hourly.

The company has also agreed to credit each worker with 400 hours lost during the strike as vacation credit, Spiegel said. Vacation improvements amount to one cent per hour, he added.

## LIQUID RECEIVABLES



The business-like way to get the working capital you need is to liquidate your accounts receivable ledger daily.

This is just what happens when a business is factored by Crompton. No outstandings . . . and always plenty of cash to do more useful work.

Crompton means a continuous revolving fund that is both self-replenishing and self-liquidating. It works for faster capital turnover—a prolific producer of profit in itself.

The proof of the pudding is volume and earnings growth — year after year — by Crompton-factored firms.

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

1071 Avenue of the Americas, New York 18, N. Y.

## MILITARY BIDS AND AWARDS

### Sole Leather Pieces

**January 15, 1952** — Invitation No. 52-116-B issued by Detroit Arsenal, Centerline, Mich., to cover 12,100 pieces sole leather, Spec. KK-L-261c, 10/64" thick x 1 1/2" x 7 1/4"; 12,100 pieces, 10/64" thick x 1 1/2" x 3 7/8"; and 24,100 pieces, 10/64" thick x 1 1/2" x 49 1/2" (all pieces plus or minus 1/64").

### OPEN ORTHOPEDIC BIDS

Mosher Moccasin Co. of North Abington, Mass., and E. J. Givren

Shoe Co., Inc., of Rockland, Mass., were the only two bidders on Invitation QM-30-230-52-341 covering 2,497 orthopedic convalescent shoes. Mosher bid \$4.59 per shoe and Givren \$5.39 each.

### Craddock-Terry Awarded White Pumps

Craddock-Terry Shoe Corp. of Lynchburg, Va., has been awarded contract on Navy Invitation No. 9872 covering 13,200 pairs of women's white dress pumps. No other awards were announced on the bid. The Virginia firm bid low at \$5.24 per pair.

# Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

CAMPELLO 69, MASSACHUSETTS

### WOMEN'S GLOVE BIDS

There were 20 bidders at the opening by the Chicago Quartermaster on Jan. 7 of Invitation QM-11-009-52-737 covering 27,300 pairs of women's brown leather gloves shade 64. Thirteen firms bid on the total quantity at prices ranging from \$1.699 to \$2.30 per pair.

Mario Papa & Sons of Gloversville bid on the total pairage at \$1.699 per pair. Joseph Perrella of Gloversville bid on total quantity at prices ranging from \$1.56 to \$1.95 per pair. Vincent Sanges of Gloversville offered to make 6,825 pairs at \$1.58, another 6,825 pairs at \$1.65 and 13,650 pairs at \$1.80.

### AVIATION GLOVE BIDS

Alexette Glove Corp. of Amsterdam, N. Y., was low bidder at the opening of Invitation F-54-242 covering 19,794 pairs of aviators' summer gloves, 5-finger. Opening was at the Navy Aviation Supply Office in Philadelphia. There were 10 bidders in all.

Bacmo-Postman Corp. of Gloversville bid \$2.12 per pair on total quantity; Gates-Mills, Inc., all at \$2.17; Vincent Sanges, all at \$2.17; and Wilkins Gloves, Inc., all at \$2.16 to \$2.22.

### OPEN GAUNTLET BIDS

Joseph D. Singer Co. of Philadelphia, Pa., was low bidder at opening Jan. 14 of QM-11-009-52-770 covering 101,040 pairs of barbed wire gauntlets. Singer bid \$2.385 per pair on 25,000 pairs. There were 22 bidders in all.

Other low bidders were as follows: Illinois Glove Co., Champaign, Ill., all at \$2.55; and Independent Glove Co., Chicago, all at prices ranging from \$2.414 for 12,000 pairs to \$2.774 for 17,040 pairs.

### International Shoe Wins Army Oxfords

The New York Quartermaster Procurement Agency has announced award of contract on QM-30-230-52-729 covering 420,000 pairs of low quarter tan shoes to International Shoe Co., St. Louis. Neither price per pair nor pairage were revealed although dollar value is reported at over \$250,000.

Since no other firm was included in the award, it is assumed that the entire pairage went to International on the basis of its lowest bid at \$4.53 per pair.

## Grossman To Head I. Miller West Coast Branch

Irving Grossman, vice president and director of I. Miller & Sons, Inc., Long Island City, N. Y., has announced he is resigning as executive head of the firm's I. Miller and Milkerns division on Jan. 20. He will shortly transfer to Los Angeles where he will take over an I. Miller branch office to be established there.

Miller will also personally supervise some of his own business interests in the West Coast while handling sales promotion in the territory.

The shoe executive who has been with Miller for the past 31 years said he had been planning the move for some time but delayed action following the sudden death of ex-president George Miller. "I was requested to remain in the East until our reorganized executive organization had the benefit of my assistance in making its plans," he said in a personal statement.

Grossman added he has looked forward to the move and joining

several members of his family in Los Angeles for some time. His duties as executive head of the firm will be temporarily handled by other members of the firm.

## Winslow Bros. Plant Sold To Boston Group

Armour & Co. announced this past week, sale of the Winslow Bros. & Smith Co. plant in Norwood, Mass., to Atlantic Properties, Inc. of Boston. The group, headed by Dr. Louis E. Wolfson, Boston physician, as president, and Abraham Zimble as vice president, takes over some 55 buildings of the Winslow properties.

Armour will retain two shearing tanning units formerly operated by Winslow Bros.

The new owners have announced their intention to lease the properties to various enterprises interested in opening operations in the area. Machinery and equipment of Winslow Bros. will be sold at public auction on the premises Jan. 29.

## Edward C. Orr Named Shoe Institute Head

Edward C. Orr of Potter Shoe Co., Cincinnati, O., was elected president of the National Shoe Institute at the group's luncheon meeting held Jan. 7 at the Hotel Biltmore, New York City. Formerly vice president of the Institute, he succeeds Lawrence Sheppard, president of The Hanover Shoe Co., Hanover, Pa. .

Weir Stewart of Marshall, Meadows & Stewart was elected vice president. Stewart is also president of the National Shoe Manufacturers Association.

Institute members approved the program followed during the past three years and voted to continue it during the coming year. Emphasis will be placed on getting better press representation for the industry, increasing the market for shoes, and fuller understanding between shoe manufacturers, retailers and consumers.

### ONE OF THE LARGEST WOOL SCOURING & TANNING PLANTS IN THE UNITED STATES WOOL SCOURING & TANNING MACHINERY



#### Sale includes:

**WOOL SCOURING MACHINERY:** 4-5 Bowl Sargent Wool Scouring Trains, 48" Model 34, 5th Bowls are lead lined, stainless steel pins, Model 22 Hopper feeds; Sargent 5 Bowl Neutralizing Train, horizontal feed rubber squeeze rollers; 2 Sargent 48" x 36" Single Bowl Raw Stock Combining Machines with Model N Hopper Feed; Bowls are lead lined, stainless steel; 9 Sargent Cone Dusters with copper feeds Model N, 12 to 20 panels; 6 to 10 circulating fans per dryer; 2 Sargent Concentric Duster model 10 with crush rolls; 1 Belgian Type Cone Dusters with crush rolls; Sargent 10 ft. Cone Duster; Sargent two cylinder and single cylinder openers; Sargent Cylinder Barr Picker; 6 Sargent Wool Bagging Machines, belt drive; 2 Sargent 8 ft. Cone Dusters, 1948 and 1948, with automatic feed model N; Braender Semi-Automatic Moisture Tester No. 831 Type FD4, 115 Volt, 60 Cycle, 10 amp.; Curtis & Marble Fearnaut Picker 40"; 3 Mason Whip Hoist.

**TANNING MACHINERY:** 5 Woburn 58" Putting Out Machines; 2 Woburn 58" Fleshing Machines; 2 Combing Machines; Burring Machines; 6 Slocumb Stoking Machines; 10 Glazing Jacks; 24 Wood Tanning or Coloring Mills 8" dia. x 4" ring gear drive.

**MACHINE & CARPENTER SHOP:** LeBlond Heavy Duty Geared Head Gap Lathe, 44" x 10"; Radial Drill 2½"-10" round column; Pease Planer 22" x 24" x 10' long; Mill Shaper 14"; Saundier No. 2A Pipe Threading Machine to 8"; Metal Cutting Saw; Screw Cutting Lathe 12" x 5'; Atlas and Greenard Arbor Presses; Floor Drill Press 20"; Bench Drill Press; DeWalt Swing Saw 5 H.P.; Tannowitz Tilting Saw Table 36" x 44"; Fay & Egan Jointer, 16"; 9" Chicago Steel Bending Brake size 818 No. 31593; Blacksmith Shop Equipment.

**FACTORY EQUIPMENT:** Motors from 1 to 50 H.P., 3 Phase, 60 cycle, 550 volt; Chain Falls, Time Clocks, Blowers, etc.

**POWER PLANT:** Howes & Phillips Corliss Twin Engine 1000 H.P., 26 x 42, 100 RPM Fly Wheel 14"; Diameter: Kerr Turbine 200 KW, 1800 RPM connected to Crocker Wheeler Generator 250 KVA 3/60/600 Volt, 1800 RPM, 240 Amp. to C-W Exciter 6 KW 1800 RPM 100 Amp., Kerr Turbine 200 KW, 1800 RPM connected to Crocker Wheeler Generator 250 KVA 3/60/1800 Volt to Crocker Wheeler Exciter 6 KW, 1800 RPM 100 Amp.; G. E. Alternating Current Generator 500 KW 3 phase, 60 cycle, 625 KVA, 600 volt to G. E. Exciter 15 KW 120 amp.

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## Deaths

### William F. Quinlan

... 83, former shoe executive, died Jan. 10 at his home in Natick, Mass., following a brief illness. His wife had died 11 days before. Quinlan was formerly president of the Riley-Pebbles Shoe Co. and active in the industry for many years. He was active in civic and charitable organizations. Surviving are his daughter, Mrs. Thomas F. Quinn; a brother and three sisters.

### Chessman S. Coombs

... retired shoe foreman, died recently at a hospital in Brockton, Mass., following an operation. Active in the local shoe industry for many years, he had retired as making and finishing room foreman of the Old Colony Shoe Co. in May 1950 after 25 years with the firm. Previously, he had been associated as foreman with other shoe factories in the area. He leaves his wife, Grace P.; two sisters, a niece and several nephews.

### Ambrose L. Holters

... 58, retired shoe manufacturer, died Jan. 10 in a fire that swept through

his room in a Cincinnati apartment-hotel. He was a brother of John G. Holters, with whom he was associated in operation of the former Holters Shoe Co. in Cincinnati. Previously, he had been active as a shoe executive in the New York area. He retired three years ago. He leaves two brothers, three sisters and a daughter.

### John M. Quin

... 89, retired shoe and slipper executive, died Jan. 10 in Faxton Hospital, Utica, N. Y., after a long illness. He was manager of Daniel Green Co., Dolgeville slipper manufacturer, for many years before his retirement. He was also active in organizational affairs. Surviving are three daughters, the Misses Winifred and Frances K., Mrs. George A. Arnold; and three grandchildren.

### Abraham Christiansen

... 78, retired leather executive, died Jan. 13 at his home in Milwaukee, Wis., after a long illness. He was formerly secretary-treasurer of Pfister & Vogel Leather Co., Milwaukee tanner, before his retirement in 1939 after 50 years of service with the firm. In 1941, he retired as secretary of Western Leather Co. A native of

### Cosmo Buys Royce Plant In Claremont

Cosmo Shoe Corp. of New York City has announced purchase of the Royce Shoe Co. plant at Claremont, N. H. The New York firm plans to operate the plant under the name of Claremont Shoe Co. if title clearance can be made.

Cosmo Shoe Corp., which makes women's California process shoes, has plants in Altoona, Pa., Little Falls, N. Y., and other cities.

The new owners expect to employ between 300 to 400 shoe workers in the plant when it is re-opened. Included are a number of former employees of the Royce company, many of whom had not worked at the plant for several months due to a sharp curtailment of operations.

Sidney Hines of New York City will be superintendent of the new plant.

Milwaukee, he lived in the city most of his life. Surviving are his wife, Olive; two daughters, Mrs. Allen W. Williams and Miss Carol; a son, Ralph I., and a sister.

(Other Deaths on Page 38)



## NEW Materials—NEW Methods Naturally Mean NEW Machinery—NOW!

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## EASING HIDE MARKET SLOWS LEATHER TRADING ACTIVITY

### Tanners Content To Maintain Prices In Face Of Latest Hide Decline

Slowdown hits most selections as buyers look for further settling. Tanners feel stability needed before volume is renewed.

#### Sole Slackens

Further weakening of heavy hide prices this week slows down sales along Boston sole leather front. Timing of drop a bit unfortunate since tanners felt drought was over last week, reported improved interest and sales in bends, bellies, shoulders and cut soles (women's). Now the price uncertainty is back again and buyers are temporarily out of market.

All tanners can do at present is try to maintain recent price levels. Not enough business this week to establish any new levels. Most recent prices were at 62-60c and below for 9 10 iron bends, 67-68c and down for 8 9 irons, and light bends up to 78c.

#### Sole Leathers

Sole leather tanners of Philadelphia say business is quiet. Instead of the expected increase in activity, things are in a very calm state. No real interest in factory or finding bends, none at all in heads. Some business in bellies, if prices are low enough.

#### Sole Offal Slow

Easing hide market also hide Boston sole leather offal tanners. Where bellies, shoulders, heads and shanks were moving well last week at fairly steady prices, there is little buying this week and price pressure is heavy again. All tanners can do is sit back and try to protect their price levels.

Last week's levels had both steer and cow bellies moving well at 25-28c, slower up to 30c for heavy steer bellies. Single shoulders with heads on brought upper 50's for lights, lower 50's for mediums and mid to low 40's for heavies. Heavy double rough shoulders sold at 62-63c and down. Heads were at 18-20c, hind shanks 22-23c, fore shanks at 20c and less. Not much business at these prices now.

#### Calf Same

Although packer hide weakness has not yet been reflected in raw calf market, Boston calf leather tanners report somewhat slower sales picture this week. There is still fair enough activity in lower ranges, particularly in women's weights, but men's are slower and buyers are careful about prices.

Tanners not too disturbed about possible weakening of rawstock since they are convinced lower price levels will really help them competitively in the long run. However, the latest bear market has come just when volume sales were expected to begin and tanners fear it may operate against sales activity for a week or two.

As in recent weeks, best interest in calf leathers starts at 60c and heads downward. Better grade lists still have men's and women's smooth calf at 95c and down but there is little interest near these levels. Suede still quoted at \$1.00 and down for women but sales are at 80c and down.

## TIOGA OAK SOLE LEATHER



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## Glove Leathers Better

A little more optimism has appeared in this market during past week. While ladies' weight leathers are not expected to do much, men's weights are expected to enjoy a normal volume of business. Last year at this time "Scare buying" was heavy and many manufacturers went out on a limb. With normal conditions prevailing, better planning is possible.

Demand at present centered on men's weights in the cheaper lines. Iranians bringing from 25c to 28c for the better grade. Pigtex grades can be had from 19c to 21c. Men's grey suedes selling at 30c for the tops and 30c for the seconds. Domestic smooths quoted at 31c and 29c and the pigtex grades from 22c to 27c. There is some call for medium weight grains at 25c for use in fur lines.

Ladies' leather business almost non-existent. Fabrics have stolen about 90% of the Spring business.

## Belting Lags

Belting leather tanners of Philadelphia report business is definitely slow. Things are so bad that one district manager was quoted as saying "I don't know where the market is." Bends not moving and the increase that had been anticipated has not materialized. Price quotations unavailable at present. Shoulders picked up but the buying was done mostly by belting men rather than specialties men.

Curried shoulders dead. Curried belting is on the slow side, with some tanneries not even able to run a five day week. Local prices are, for the most part, at the lowest level quoted in the published lists. N. Y. prices are still at the top of the range. Practically no one is quoting anything in between.

## AVERAGE CURRIED LEATHER PRICES

	Curried Belting	Best Sele.	No. 2	No. 3
Butt Bends .....	1.35-1.50	1.30-1.45	1.25-1.32	
Centers 12" .....	1.66-1.80	1.55-1.74	1.41-1.48	
Centers 24"-28" .....	1.60-1.75	1.54-1.70	1.40-1.47	
Centers 30" .....	1.50-1.70	1.39-1.65	1.29-1.46	
Wide sides .....	1.26-1.45	1.21-1.40	1.14-1.21	
Narrow sides .....	1.19-1.30	1.15-1.25	1.05-1.16	
Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 5c-10c.				

## Kid Moving

Kid leather tanners of Philadelphia report the main area of activity still in colored glazed. Aside from this one really bright spot, business is not up to what should be normal level at this time.

As far as colored glazed is con-

cerned, orders coming in fairly large numbers. Variety of shades is still in demand, each shade sold in larger quantity. Demand still mainly for low to middle price range, with very little selling in the more expensive leathers. Little in white or black, in glazed. Suede did slight business in white but black slow.

Slipper very slow and indications are it will continue dull for quite a period. Linings show little activity. Nothing reported on crushed or satin mats this past week.

Tanners continuing to quote list prices but adjustments in prices are made in many instances. Apparently, potential buyers are timid about the possibility of overstocking and also hopeful that prices will lower. They strike a hard bargain, particularly when tanners have stock they want to unload.

#### Average List Prices

Suede	45c-95c
Glazed	35c-\$1.05
Linings	30c-60c
Slipper	35c-70c
Satin mats	69c-\$1.20
Crushed	35c-80c

#### Sides Unsettled

Big packer declines of heavier hides hits Boston side leather market fairly hard. Where new sales at good volume and firm price levels were reported last week, tanners are glum this week, say little is moving. Actually, there is little tanners can do but try to protect themselves against new hide weakening, maintain prices at or near present levels.

There is some leather sold but only for need. Those who want leather find tanners willing to talk business. A few price concessions are in order. No tanners, however, have commitments more than 30-45 days ahead.

Veteran side tanners are looking for hide market to stabilize around 20c; most say this will be healthy for industry in long run. Leather prices based on a 20c hide market and stabilized there would prove attractive to the entire shoe industry, tanners say. Once the hide market settles, they expect to resume good activity.

Former selling prices had various sides available at 30-60c range. Corrected regular finish extremes bring 55c and down, kips around 59c and down. Army retan still listed at 46c and down. Work elk quoted at 51c and down.

#### Tanning Materials Better

Buying interest for raw tanning materials showed slight improvement but is still slow and the demand limited. Tanning extracts are unchanged. Consuming inquiry for tanning oils moderate, for actual needs only, with quotations firm to easier on some items.

#### Raw Tanning Materials

Divi Divi Col.	42% basic shipment, bag \$ 85.00
Divi Divi Dom.	46% basic shipt., bag \$ 95.00
Wattle bark, ton	"Fair Average" \$106.00 "Merchantable" \$102.50
Sumac, 28% leaf	\$140.00
Ground	\$135.00
Myrobalans, J. 1's	\$50.00-\$55.00
Crusheds, \$76.00 J. 2's	\$45.00
R. 1's	\$50.00-\$55.00
Valonia Cups, 30-32% guaranteed	\$68.00
Valonia Beards, 42% guaranteed	\$86.00
Mangrove Bark, 30% So. Am.	\$52.00
Mangrove Bark, 35% East African	\$80.00

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.i.l.	5.10
Barrels, i.c.l.	5.42
Chestnut Extract, Powdered (basis 30% tannin), f.o.b. plant	
Bags, c.i.l.	10.92
Bags, i.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbls.	.09 1/2
Hemlock extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbls., c.i.l.	.06 1/2
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-8%, lks.	.06 1/2
Quebracho extract	
Solid, org. basis 63% tannin, c.i.l. plus duty	.11 31/64
Solid clar., basis 64% tannin, c.i.l.	.12 3/16
Liquid basis 25% tannin, bbls.	
Ground extract	
Wattle extract, solid (plus duty)	.11 1/2
Wattle extract, solid (plus duty) East African	.11 1/2
Powdered super spruce, bags, c.i.l.	
.05 1/4, i.c.l.	.05 1/2
Spruce extract, tks., f.o.b. wks.	.01 1/2
Powdered valonia extract, 63% tannin, 9%-9%	
Myrobalan extract, solid, 55% tannin, 10%	
Myrobalan extract, powdered, 60% tannin, 10%	
Valonia extract, powdered, 63% tannin, 9%-9%	

#### Tanners' Oils

Castor oil, No. 1 C.P., drs. i.c.l.	.36%
Sulphonated castor oil, 75%	.34 1/2
Cod Oil, N.I.D., loose basis	1.30
Cod, sulphonated, pure 25% moisture	.16
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13
Linseed oil tks., c.i.l. zone 1	.197
drums, i.c.l.	.267
Neatsfoot, 20° C.T.	.37
Neatsfoot, 30° C.T.	.35
Neatsfoot, prime drums, c.i.l.	.18
i.c.l.	.20
Neatsfoot, sulphonated, 75%	.20
Olive, denatured, drs. gal.	2.60
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.13
Common degras	.14 1/2
Neutral degras	.27 1/2-.29
Sulphonated Tallow, 75%	.14
Sulphonated Tallow, 50%	.9%
Sponging compound	.14
split Oil	.13
Sulphonated sperm, 25% water	.18
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14



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### Splits Same

Boston splits tanners report market conditions prevail. Hide decline has slowed sales along the line with price the paramount question. Little new business expected until hide market stabilizes.

Heavy suede splits still listed at 47c and down, light at 41c and below. Linings can be had at 15-20c; work shoe at 28c.

### Endicott Hikes Pay, Gives Bonus

Endicott-Johnson Corp. of Endicott, N. Y., has announced that it has given some 20,000 workers a bonus and general wage increase valued at approximately \$3,650,000.

Some \$2,400,000 of the total was in the form of a bonus providing the sum of \$124.50 to all workers on the payroll from July 1 to Dec. 31, 1951. The remaining \$1,250,000 is due to a pay increase made retroactive to April 2, 1951.

• Hobby Footwear and Cali Footwear have merged and are now operating under the name **Hobby Footwear, Inc.**, in Passaic.

### A HEAD START FOR SHOE FAIR



Members of the National Shoe Fair Committee met at a dinner on Jan. 7 at the Hotel Biltmore, New York City, to discuss plans for the 1952 National Shoe Fair. This year's Fair will be held in Chicago on Oct. 27-30. Left to right: Harold R. Quimby, secretary, National Shoe Manufacturers Association; Albert Wachenheim, Jr., Imperial Shoe Store, New Orleans, La.; David Hirschler, Hofheimer's, Inc., Norfolk, Va.; John W. Morgan, McGraw & Morgan, Parkersburg, W. Va.; A. J. Brauer, Jr., Brauer Bros. Shoe Co., St. Louis, Mo.; James E. Wall, Wall-Streeter Shoe Co., North Adams, Mass.; Weir Stewart, Marshall, Meadows & Stewart, Inc., Auburn, N. Y.; Lawrence B. Sheppard, The Hanover Shoe, Inc., Hanover, Pa.; William G. Nissen, Nissen's, Oklahoma City, Oklahoma; W. Otto Warn, Warn & Warn, Spokane, Wash.; Herbert Lape, Jr., Julian & Kokeng Co., Columbus, O.; W. W. Stephenson, executive vice-president, National Shoe Manufacturers Association; L. E. Langston, executive vice-president, National Shoe Retailers Association; and George E. Gayou, General Manager, National Shoe Fair, Palmer House, Chicago, Ill.

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# PRICES SAG SHARPLY IN HIDE AND SKINS MARKETS

## Big Packer Hides Move; Small Volume Trading Elsewhere In Market

Sharp price declines and volume trading in big packer hides developed at the close of last week with some follow-up business early this week at still lower prices on some selections. Well over 130,000 hides were sold during this period by big four and larger independent killers but at mid-week, activity was slowing down as tanners once again seemed inclined to withdraw to sidelines and await new developments.

Dwindling demand attributed to shaken buyers' confidence as market continued to display week undertone despite large volume of sales. Many tanners who thought they had made some good purchases in recent dealings later found prices paid now considered rather high. At the same time, packers who sold freely on the declining market at what seemed low prices now find they made some very good sales as compared with market values currently prevailing.

Well-informed sources say drop in hide prices is having a bearish effect upon leather markets where very little new business is being booked as buyers expect to make future purchases at lower prices. As a result, tanners are having difficulties adjusting themselves to current market levels and are inclined to proceed slowly.

Thin demand for hides and continued heavy production do not provide a very optimistic picture at

present. It is felt that considerable improvement in leather business is needed to stimulate demand and stabilize prices of raw material. Prices obtainable for sole leather today do not make heavy sole leather hides such as heavy native and branded steers and cows very attractive to sole leather tanners even at latest price declines. More of these hides are offered by the larger packers but meet with very few orders.

Downturn in big packer selections has weakened the markets for small packer and country hides which are in process of adjusting themselves to a relatively lower basis.

First sale in about a month effected in Pacific Coast hides this week, a Big 4 packer selling January production of about 3,500 hides at 17½c for branded cows, 14½c for butts and 13½c for Colorado steers fob shipping point. West Coast small packer hides have been steadily accumulating in absence of trading since before the holidays and should be discounted from the above prices.

### Packer Hides Move

Trading in packer hides this week actually didn't start this week. Business under way very late Friday of last week and carried over for Monday completion, values being sharply lower. During the week, several selec-

tions, in fact most all, were shaved somewhat. Heavy native steers sold at 15½c for Rivers and 16c for St. Pauls, off 1½c from the business of the previous week. Light native steers moved at 24c, extreme light natives 26c, both selections in short

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### HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	New Ceilings
Heavy native steers	15	-15½	18½-19N	19 -19½-40	28
Light native steers	24	26	26½-N	26N	43½
Ex. light native steers	26	28½-N	28N	46	34
Heavy native cows	18	-18½	20½-21½	21 -21½-41	29
Light native cows	22	-23	24 -26½	25 -26½-41	31 -32
Heavy Texas steers	15N	17½	17½	37½	25
Butt branded steers	15N	17½	17½	37½	25
Light Texas steers	22	24½-N	24N	41½	29½
Ex. light Texas steers	24	26N	26N	43½	32
Colorado steers	14N	16N	16½	36½	24½
Branded cows	18	-20½-N	20½-23½	20½-23½-40 -40½	28½-29
Native bulls	14N	15½	15½	30½-31	20
Branded bulls	13N	14½	14½	29½-30	19
Packer calfskins	40 -41	40	36 -37½	77½-82½	65
Packer kipskins	30 -34	30 -34	28½-34	59 -61	50

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supply that actual comparisons were difficult to make.

Branded steers dropped  $\frac{1}{2}$ c after selling last week at  $15\frac{1}{2}$ c for butts,  $14\frac{1}{2}$ c for Colorados. Last bids on Colorados were 13c, a full cent lower than the 14c last paid.

Cow selections lower. Light native cows selling at 22c for Chicago and 23c for light average riverpoints were somewhat lower, heavy cows at 13c for Rivers and  $13\frac{1}{2}$ c for St. Pauls, also lower, and branded cows at 13c were substantially lower since the last report.

There are hides still to be sold. However, counting the week-end business, the total trading in hides with Big 4 packers amounted to about 130,000 hides, not counting about 35,000 hides sold very late last week after the last report. Still quite a few hides around.

#### Small Packer Hides Spotty

Two major set-backs in the big packer market prevented a trading establishment. Tanners buying small

packer hides during recent months found little on which to base their price ideas, having organized their levels when the big packer market took another drop.

Asking price ideas were sharply changed, however, and by force. Sellers holding 43/50 lb. average hides for 22 and 23c last week were faced with bids of 19c this week and prospects of very narrow interest at the 19c figure selected. Tanners were comparing a 19c market with  $15\frac{1}{2}$ c heavy native steers, 22c light native cows, 14c Colorado steers, and other very low levels in the big packer hide market. Some comparisons were that big packer native and branded cows, under some conditions, would bring about 20c if they were a 50-50 split, big packer selection, and a much larger percentage of No. 1 hides than to be found in many small packer lots of similar average. Consequently, 19c for these hides seemed a "high" price for small packers. Other prices heard were 23c selected asked for 40/42 lb. average South-

western small packers, bests bids around 22c selected.

There are quite a few small packer hides around. Most any averages, except a wide variety of very light hides, can be found. Tanners, of course, are cautious about making bids lest they find they are owners of merchandise.

#### Calfskins Steady

Market is considered steady. Signs that market will ease in next business, but trading will definitely have to prove the situation. Easiness in hides has lent the market a bearish feeling, predicated partly on the expectations of kipskins. If kipskins are going to turn downward there is little hope for calfskins to maintain a wider spread in values. Calf may have to be discounted in recognition of the kip and hide easiness, and despite supply.

Big packer calfskins are quoted nominally at 40 to 41c for Northern all-weights, the 41c for heavies at certain points, with River skins called 40c nominal. Small packer calf is figured around 33c, some say only 31c is available today. Country calfskins are called about 25c.

#### Kipskins Same

Kipskins are nominal and unchanged. It is felt that the last market of 34c will be the best to expect under the hide market circumstances, regardless of the supply, but trading here is needed to fully establish values. Not many skins around. Packers have not offered skins because not sufficient quantities to make substantial offerings. Bidders have not been found; a real interpretation of the market is difficult. Outside markets hard to determine.

#### Pigskins Same

Fulton County continues quiet and generally not returning any bids. Dealers, however, have been operating though they will only trade if price is "right." Offerings are quite liberal from all sections of South America.

Some purchases of Manaos grey peccaries which figure \$2.60 basis manufacturers and 20c less for blacks, but difficult to get tanners to meet this price. Peruvian grey peccaries available at \$2.30 fob, and blacks at \$2.00 fob, while Maranhao grey peccaries offered at \$1.90 fob. Very little interest in blacks, less even than for the greys. Some demand for Chaco carpinchos with small sales at around \$3.40, basis manufacturers.

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### Pickled Skins Slower

Trading has slowed up in New Zealand as most of the larger buyers are still out of the market, anticipating lower levels. Recent sales were to smaller tanners but late offers failed to consummate sales. Some tenders asked for Wallacetown, Hellaby and Kaiapoi skins but buyers are loath to submit bids, preferring to buy direct from freezers. Last confirmed sales involved North Island lambs at 71-73 shillings, as to brands.

### Reptiles Mark Time

Market quiet as only sporadic sales can be confirmed. Most buyers still waiting for improved leather and shoe business. Reported that 5,000 Madras bark tanned whips, 4 inches up, averaging  $4\frac{3}{4}$  inches, 70/30 selections, sold at 74c and further offers noted at 73-74c, as to shippers. Skins averaging  $4\frac{1}{2}$  inches nominally quoted at 68-70c with relatively few offers.

Calcutta whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 50/50 selection, offered at 55c and 70/30 selection at 60c. Siam market quiet.

Some trading in Brazil back cut tejas at 53c fob., for shipment, while gibeiras held at 72c fob., and buyers ideas under 70c. Aligators and crocodiles too high for this market. East Africans said to be selling Europe at 98c an inch. Siam and Malayan ring ring lizards, 20/60/20, 50/50 selection, held at \$1.40.

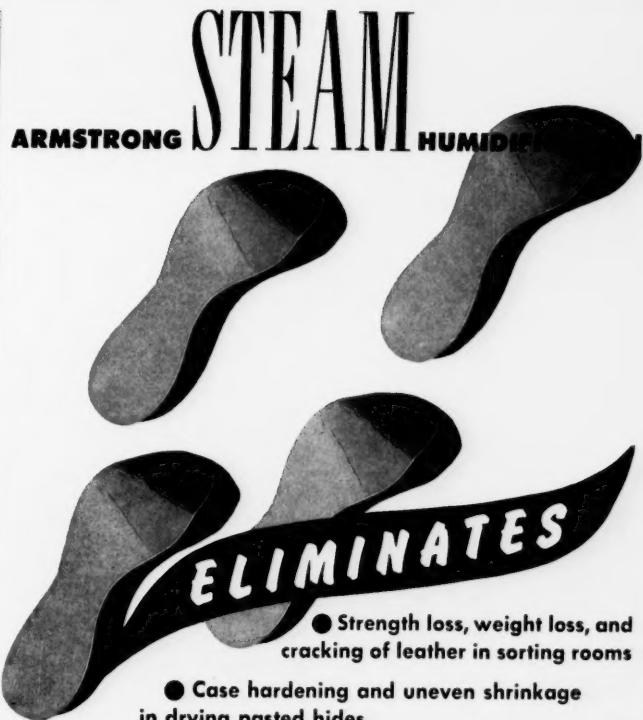
### Deerskins Firm

Firm tone to the market although not much buying interest. New Zealand market unchanged with sellers stating that bids of \$1.10 cif. refused for shipment and \$1.20 now asked. No late offers from Siam. Scattered sales of Central Americans with prices varied as to lots.

Brazil "jacks" firmly held at 55c fob., basis importers, for Pará and Manaus while buyers ideas remain at 52c fob. Odd lots said to be selling at the asked level. Some northern Brazil "jacks" sold at 59c ex-dock, for shipment.

### Sheep Fair

Not much change in Boston sheep leather market. Slowdown in rest of market hasn't affected sheep market radically since price set-up does not depend too much on domestic market. Sheep leather prices have held to comparatively steady levels over the past year and sales have proceeded at steady basis.



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Not much doing on garment sheep market. With horsehide prices continuing weak and highly competitive with sheep, the situation is still unresolved. New Zealand pickle skin market has not opened up as yet, shows little sign of expected weakening. However, as large sheep tanners point out, there are many skins to be bought this year from New Zealand. Right now, garment suede still does good business at 29-30c. Grains are much slower at 22-25c.

#### Dry Sheepskins Fair

Trading continues restricted, particularly at prices asked by shippers. However, selling quarters claim that they are not carrying any sizable stocks as they have other outlets for their skins.

Following late declines on wool sheepskins in Australia, some business developed locally. Selling quarters state quantities moved thus far have been small as most pullers still out of the market. At the Melbourne auctions, market generally was par to two pence lower with the short wools least affected. At Sydney, prices were one to four pence lower, longer lengths most affected. Little business in Punta Arenas frigorifico or butcher skins as asking prices are entirely out of line with this market.

No interest locally in slats but selling quarters state that they are doing some business with Europe in Peruvians at same prices. Shearlings continue slow and nominal.

Hair sheep markets unchanged. Cape glovers firmly held at 160 shillings. Brazil cabrettas quiet mainly due to fact buyers and sellers cannot get together on price. Good shippers' skins could be sold at \$13 for regulars and \$19 for specials but holders have higher ideas. On regulars alone, buyers ideas are lower.

#### Country Hides Spotty

Interest in country hides is priced no higher than 15c flat for 43/50 lb. average hides, and some better line 50/52 lb. averages. If hides are straight locker production they might bring as much as 16c, depending upon the quality, etc. Premiums difficult to find as tanners not in need of hides regardless of quality. There have been offerings of 50-52 lb. average hides at 16 and 16<sup>1/2</sup>c flat, but tanners will not go along. Looking at 14c Colorado steers, and not strong at that, and 15<sup>1/2</sup>c heavy native steers, it is difficult to reconcile 50-52 lb. average country hides at 15c flat when other hides, despite substantial differences in weights, are available on a big packer selection, all one type of take-off, and very good quality.

On the lighter end, some particularly good lots of 42/44 lb. average lockers have sold for as much as 13c flat, these of exceptionally good quality and can be compared to small

packer hides selling for a cent or two more on similar weights.

#### Horsehides Dull

Horsehides are extremely dull. Some talk of a little improvement, purely fractional, on better quality offerings of heavier hides. Buying ideas for 65/70 lb. average Midwestern horsehides are running \$7 at best, although some tanners have paid up to \$7.50 for 70 lbs., or slightly better in good quality lots. Many offerings have not sold. Cut stock is nominally quoted around \$5.00 to \$5.50 for fronts, FOB shipping points, and \$2.00 to \$2.25 for butts, basis 22 inches and up.

#### Sheep Pelts

Shearling prices are holding up well with small advances realized by big packers on some sales. Trading in very small volume developed in mixed No. 1 shearlings and fall clips, the shearlings going at \$3.15 to \$3.25, depending upon the lot and quality, the fall clips going at \$3.50 to \$3.75 depending upon quality.

#### O'NEILL JOINS FLORSHEIM

L. J. O'Neill, well-known St. Louis women's shoe manufacturer, has announced its affiliation with the Florsheim Shoe Co., Chicago.

Mr. O'Neill will continue as president and manufacturing head of the new company, and the present plant and facilities will be devoted to the production of Florsheim Shoes for women.

## LEATHER

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# NEWS QUICKS

*About people and happenings coast to coast*

## Illinois

• The National Labor Relations Board has set aside a collective bargaining agent election held Oct. 17 at the Olney plant of **International Shoe Co.** The Board directed that a new election be held at a time to be designated. Unions seeking election as worker bargaining agent are United Shoe Workers of America, CIO, and United Mine Workers.

## Missouri

• **J. L. Stone** has been appointed sales manager of the Robin Hood division of Brown Shoe Co., St. Louis.  
• Total of \$5,307 was reported realized from the sale in detail of sewing machines, shop and office equipment, materials and supplies of **Leslie Co., Inc.**, St. Louis handbags manufacturer. Sale was at public auction and conducted for trustee under a chattel deed of trust.

## Massachusetts

• **J. Friedson Shoe Co.**, Boston shoe wholesaler and manufacturer, is reported to have taken over complete control of **Kiddie-Klassic Shoe Co.** of Ephrata, Pa. Operations at both

Boston and Ephrata will be carried on under the name of **J. Friedson Shoe Co.**

• Public auction of tanning and wool scouring machinery and other equipment of the former **Winslow Bros. and Smith Co.** plant at Norwood will be held Tuesday, Jan. 29, at 10:00 a.m., on the premises.

• Public auction of machinery, equipment and supplies of **Ritestyle Shoe Co.** was held on the premises at 280 Dover St., Boston, on Jan. 17. T. R. Grossman and Co. were auctioneers.

• Close to 1200 members and guests of the **New England Shoe Foremen's and Superintendents' Association** were present on the eve of Jan. 12 when the group held its eighth annual dinner-dance at the Hotel Statler, Boston. C. Chester Rodenbush, second vice president, was chairman of the event, while Stanley Halperin, president, was guest of honor. As usual, the affair was a complete success.

• **Nova Shoe Co.**, new Haverhill shoe manufacturing firm, has signed an agreement with United Shoe Workers of America, CIO, in which it recognizes the union as exclusive bargaining agent for its close to 100

workers. Contract calls for terms agreed upon recently by the union and the Haverhill Shoe Manufacturers Board of Trade. Officials of the company are George Turiansky, son of Abraham Turiansky, owner of Haymaker Shoe Corp. in Haverhill, and Saul Shain, formerly of Maranne Shoe Co.

• **Joseph A. Willette** has joined **Bockton Cut Sole Corp.** as sales representative in New England, Ohio and Pennsylvania. He will handle the firm's complete line of men's and boys' leather insoles, counters, taps, lifts and midsoles.

• **Carr Leather Co.** of Peabody has moved its Boston offices to 183 Essex St., Rooms 207-208.

• **Bernard Goldstein** has acquired the interests of **Samuel Shir** in **Bernard Shoe Co.** and **Willow Shoe Co.**, both of Lynn, it is reported.

• **Curtis Peterson**, formerly associated with Fred Rueping Leather Co., Fond du Lac, Wis., is now tanner with Kirstein Tanning Co. of Peabody.

• **Allen-Squire Co.** of Spencer is reported to have mailed further dividend of five percent to creditors who subordinated their claim in original agreement.

• Assignees of the former **Elco Shoes, Inc.**, Boston, have paid final dividend of four percent to creditors. In all, creditors received a total of nine percent, it is reported.

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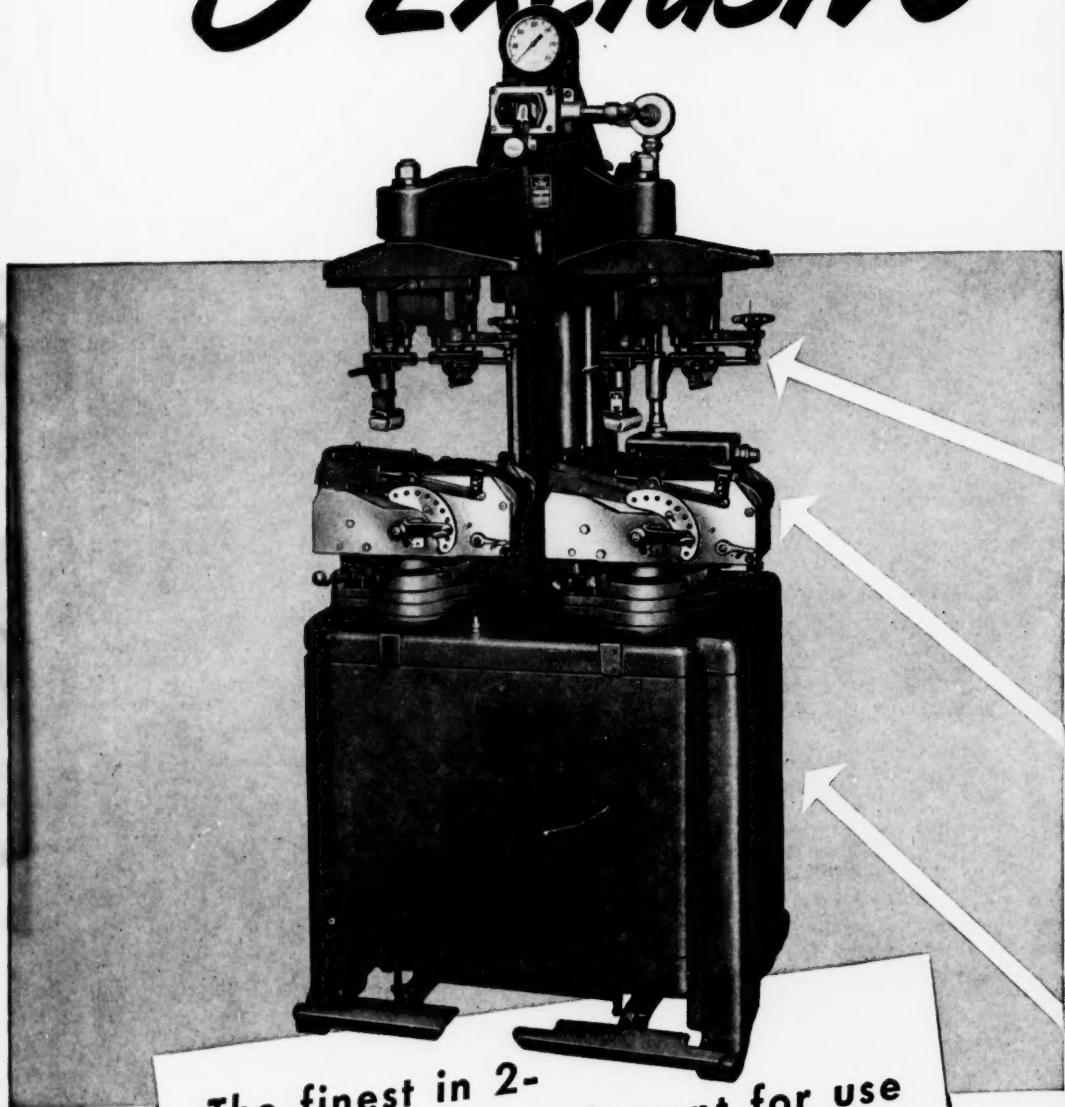
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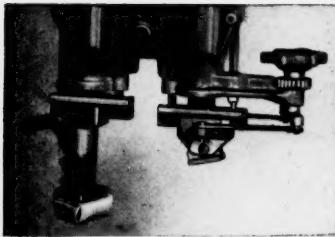
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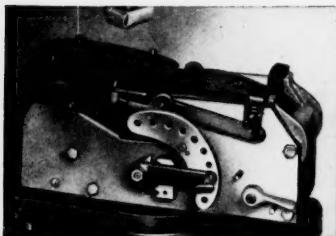
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# Features!

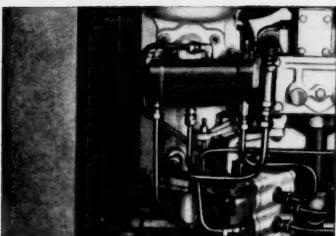
## With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism  
accommodates all heel heights



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to aid operator



Timing device controls time  
under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features—

### 1 Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

### 2 New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

### 3 Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting both stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

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### NOW IT CAN BE TOLD.

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- **Fast drying**
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- **Eliminates color line between midsole and outsole**
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Save time and eliminate rejects by specifying **#10 UBAGRIP solvent type cement.**

The new synthetic crepe sole is meeting popular demand — repeats are certain when construction stands up — #10 Ubagrip is reliable.

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WARD & KENNEDY CO.  
1225 N. Water St., Milwaukee, Wis.

HARRY ALBERT  
3717 N. Inglewood Circle, Nashville, Tenn.

JOSEPH ZIEGLER  
5617 Glengate Lane, Cincinnati, Ohio

• **Devlin & Galpert Leather Co., Inc.**, has been organized to handle leathers at 30 South St., Boston. Principals are **Timothy A. Devlin**, president; **Herbert Galpert**, treasurer.

• **Kenneth W. Marriner**, veteran leather executive who recently resigned as president of Winslow Bros. & Smith Co., has organized a new wool and topmaking firm under the name of **Marriner & Co.**

• **Billie Shoe Co.**, recently organized in Methuen to manufacture shoes, is under the ownership of Melvin Titosky and Howard Wiseberg.

• A general alarm fire which broke out in a four-story factory building at Spring and Park Sts., in Peabody recently destroyed manufacturing equipment and stocks of **Spring Tannery Co.**, **Chic Leather Co.** and **Putnam Leather Co.** Several persons were injured during the blaze, which threatened to engulf the district. Damage was estimated at \$200,000 on the gutted building alone.

• **Boston Machine Works Co.**, Lynn manufacturer of shoe machinery and supplies, has appointed **Harry A. Suedmeyer** as sales and service representative in Texas, Louisiana, Oklahoma, Colorado, New Mexico and Southern Arkansas. Announcement was made by R. H. Illingworth, treasurer.

• Recent changes of address are reported by the following: **Osoff Leather Co.** from 71 South St. to 99 South; **West Virginia Oak Tanning Co.** from 99 South to 39 South.

#### New York

• Assignment case of **Jacob Schwartz Leather Co., Inc.**, New York City leather wholesaler, is reported closed with general creditors receiving nothing on their claims. Schedules showed liabilities of \$21,723.

• **Albert Hekler**, New York slipper wholesaler and exporter of textiles and notions, has discontinued its slipper business. The firm will continue as an exporter.

• Merchandise, machinery and equipment of **Athena Footwear Co., Inc.**, Long Island City footwear manufacturer, has been sold at auction, it is reported.

• **Edward J. Boehm**, formerly with the National Aniline Division of Allied Chemical & Dye Corp., New York, has been elected a vice president of Prior Chemical Co., also of New York.

• **Beacon Footwear Corp.** has been organized to make shoes at 451 Hudson St., Brooklyn. The firm will make California process shoes.

• Reports that **Glovecraft, Inc.**, Johnstown glove manufacturer, will close its doors permanently have been denied by Bert Kennedy, president. Kennedy said the firm has ceased operations temporarily on Jan. 1 due to a seasonal slowdown in making men's gloves. He admitted that part of the operations will be moved to Chicago and did not know how long the Johnstown plant would remain closed.

• **Nudist Shoe Co.** has been organized at 8-10 Liberty Place, New York City. Principal is Ida Lifschutz.

• **Thomas Cort, Ltd.**, reports it has consolidated its New York facilities on one floor at 725 Broadway. Reduction of over-all factory space will not affect output, according to company spokesmen.

• **William Ratnoff** is reported to have taken over as sole owner of **Airline Footwear Corp.**, maker of children's, misses' and growing girls' lines. Ratnoff recently bought out the entire interest of his former partner, Ben Batterman.

• The second annual Market Week of the **Boot and Shoe Travelers Association** of New York will get under way on Jan. 13 in the Marbridge Bldg., Hotel McAlpin and Empire State Bldg., New York City. Brisk buying by some two to three thousand local retailers is expected.

• **Dominick Sorace** has joined the staff of **Triple Novelty Footwear Co.** in Maspeth, L. I.

• Cutting room foreman **Philip D. Cola** has joined **Quality Maid Footwear Corp.**

• **General Cut Sole Corp.** of 177 William St., New York, has been duly adjudged bankrupt at first creditors' meeting.

• **Lester Krieger**, president of the newly-organized **Krieger & Rosen Shoe Co., Inc.**, Brooklyn, reports the company is on full-scale production with a large backlog of orders. Both Krieger and his partner, Sam Rosen, were formerly in charge of Progress Shoe Co. Production at the new firm is presently at 2500 pairs per day with a goal of 5000 daily by July 1.

• **William Iselin & Co., Inc.**, New York factoring firm, has announced election of Edward A. Mayer and John F. Sterling as vice presidents;

John O'D. Feeks as assistant vice president, and George F. Kegelmeyer as assistant treasurer. All four are connected with the firm's Grand Rapids branch office.

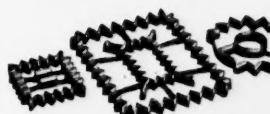
• **United States Rubber Co.** has announced a new international division will be created Jan. 31 to be known as United States Rubber International, Division of United States

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Rubber Co. The present foreign subsidiary, United States Rubber Export Co., Ltd., will be dissolved. L. C. Boos, president of the export company, has been elected a vice president of the parent firm and will become general manager of the international division.

• **Gerry Nufoam** has announced it is opening a new factory in the Bronx,

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SPLITS**

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MANUFACTURING COMPANY  
Established 1867  
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New York, where it will turn out a new line of slippers.

• **Frank Fleming** has been appointed sales manager for the Honeydebs division of Honeybugs, Inc. Fleming was formerly slipper and casuals buyer at Bloomingdale's Department Store in New York.

• **Morris Bushwick** has been named New York representative for Peerless Die Makers and G. & M. Cutting Die Co. of Brockton, Mass.

• **Jacqueline Dempsey** has been appointed fashion coordinator for

**Capezio, Inc.**, New York City. She succeeds Maxine Firestone.

• **Wilford Mortimer** is reported to have joined the executive staff of Oomphies, Inc., New York. He was formerly associated with Eastern Footwear Corp. of Dolgeville.

• **McGregor Leather Products Corp.**, New York manufacturer of leather products, has been assigned to Maurice A. Levitan.

• Involuntary petition in bankruptcy has been filed against **Lucette Handbag Co., Inc.**, New York maker of women's handbags.

### WHAT HIT . . . ?

(Concluded from Page 9)

Where did the money and free spending abruptly disappear? The major answer to this whole story lies in one factor: savings. Nothing points this up more convincingly than the chart in Figure 2. In 1950, the average individual was saving only 50 cents out of every \$10 of income. He was on a spending spree—a spree that went even wilder in the first quarter of 1951, when he was saving only about 35 cents out of every \$10 earned.

Then suddenly the consumer not only sobered up but became intensely reformist, saving \$1 out of every \$10 earned. In the next three quarters of 1951, consumer savings reached the highest levels in U. S. peacetime history—coming close to the all-time record savings of \$23 billions in the part-war year of 1945.

Not only was this a staggering level of savings, but the lack of "explanation" for the sudden savings spree was also something that staggered the economists. Incidentally, there is a remarkable correlation between the fall in quarterly shoe production for 1951 and the rise in quarterly savings (compare Figures 1 and 2.)

Thus, 1951 will be recorded in economic annals as one of the strangest paradoxes in American business. The 1951 "recession" is expected to run about a year—or through the first quarter of 1952. But whereas all slumps or recessions can usually be traced to a lack of employment, earnings and purchasing power, the 1951 recession took place in a period of record employment, earnings and purchasing power.

Why, then, did it occur? What caused the abrupt shift from spending to saving? What changed the public mood so suddenly and so drastically? Why did the shift take place so abruptly when it did—at the end of March?

Many answers and interpretations could be forthcoming, of course. But these would be largely expressions of opinion. An element of challenging mystery is still involved. It seems to simmer down to a matter of sudden shift in "public mood," intangible as it may sound. What created the mood, and why the mood swept the nation at just a certain time, is something for the abstractionists to fathom. All we do know is that it happened. And the sole intent on this short article was to show what happened rather than why and how.

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THAT SAVE PENNIES

**INNERSOLES**  
**PLATFORMS**  
**WEDGIES**

**LYNN INNERSOLE CO., ALLSTON, MASS.**

## CALCULATING COSTS

(Continued from Page 19)

The white weight of stock in process at the start of the period may be marked with  $I_S$ , the white weight of the stock at the end of it with  $I_E$ .

Decrease of the stock in process has to be added to the soaked weight to obtain the white weight of finished leather.

$$W_F = W_S + (I_S - I_E)$$

In the present case numerical values were the followings:

$$I_S = 3,425,627 \text{ lb.}$$

$$I_E = 3,100,068 \text{ lb.}$$

$$I_S - I_E = 325,559 \text{ lb.}$$

$$W_F = 10,723,479$$

$$325,559$$

$$11,049,038 \text{ lb.}$$

In the same way, if an increase of the stock in process were stated, this would have to be subtracted from the soaked weight.

From the two components, soaked stock and decrease of stock in process, only the former can be charged with full processing costs. It would not be justifiable to charge the decrease of stock in process with the same costs, because those hides have been found at the start in a more or less advanced state of process and cannot consume full costs more. If an increase of stock in process has to be subtracted it is neither justified to discharge those hides for full processing costs, because they were found at the end of the period in more or less advanced state of process and have consumed a part of the costs anyway.

The exact method for assessment of costs of stock decrease or increase would determine accurately how far those hides progressed in process and charge them with adequate processing costs. This would be a very cumbersome way which could be hardly effectuated. Instead, it can be assumed that the increase or decrease of the stock in process carries the half of the average expenses.

This assumption may not be quite exact, little deviations can be caused by the presence of bigger hide quantities in the beamhouses or in the last state of operations, e.g., in the rolling room at the start or end of the period, because hides in the beamhouse should be charged with only a very small fraction of total costs, hides in the rolling room with almost the total expenses.

However, the capacity of the beamhouse is limited and it is not usual to store great quantities of hides immediately before finishing. Thus the

TABLE 4  
Raw Hide Stock on December 31 (Start of the Period)

Items	Number of Pieces	Raw Weight	White Weight
Salted cattle hides	9,872	573,262	644,350
Dry cattle hides	2,793	64,239	143,381
Kips (incl. overweights)	12,362	247,238	293,223
Calf skins	8,423	80,716	103,074
Sheep skins	5,217	—	36,774
Lamb skins	12,326	—	18,463
<b>Total</b>			1,239,265

TABLE 5  
Raw Hide Stock On December 31 (End of the Period)

Items	Number of Pieces	Raw Weight	White Weight
Salted cattle hides	12,023	697,485	783,974
Dry cattle hides	602	12,030	26,851
Kips (including overweights)	11,418	231,426	274,471
Calf skins	3,061	24,967	31,881
Sheep skins	9,876	—	69,615
Lamb skins	4,212	—	6,310
<b>Total</b>			1,193,102

TABLE 6  
Raw Hides Arrived During the Period January 1 to December 31

Items	Number of Pieces	Raw Weight	White Weight
Salted cattle hides	107,810	6,578,811	7,394,583
Dry cattle hides	1,582	31,793	70,962
Kips	104,623	2,314,210	2,744,653
Calf skins	10,518	94,576	120,773
Sheep skins	54,316	—	382,873
Lamb skins	6,432	—	9,635
<b>Total</b>			10,723,479

TABLE 7  
Finished Products of the Tannery

Items	Quantity	Yields pro 1 lb. White Weight	Corresponding White Weight
<i>Cattle Hide Products</i>			
Waterproof Upper Leather	406,451 sq. ft.	0.798 sq. ft.	509,337 lbs.
Russet Upper Leather	703,438 lbs.	0.458 lbs.	1,535,891 "
Harness Leather (Bucks)	175,903 "	0.521 "	337,625 "
Belting Butts	434,557 "	0.807 "	538,447 "
Sole Leather Bends	1,202,127 "	0.796 "	1,510,209 "
Sole Leather Shoulders	388,952 "	0.723 "	537,970 "
Sole Leather Bellies	180,949 "	0.623 "	290,449 "
Insole Shoulders	358,129 "	0.504 "	710,573 "
Insole Bellies	624,356 "	0.497 "	1,256,249 "
Russet Upper Splits	95,213 "	0.476 "	200,027 "
Insole Splits	115,757 "	0.586 "	197,539 "
<b>Total</b>			7,624,316 lbs.

Items	Quantity	Yields pro 1 lb. White Weight	Corresponding White Weight
Black Chrome Upper	1,105,082 sq. ft.	0.913 sq. ft.	1,210,385 lbs.
Coloured Chrome Upper	264,302 "	0.913 "	289,487 "
Embossed Shoe Upper	649,437 "	0.958 "	677,909 "
Suede Splits	108,432 "	1.543 "	70,273 "
Lining Splits	86,384 "	1.543 "	55,985 "
Insole Leather	229,878 lbs.	0.445 lbs.	51,6,579 "
<b>Total</b>			2,820,618 lbs.

Items	Quantity	Yields pro 1 lb. White Weight	Corresponding White Weight
Black Chrome Upper	38,436 sq. ft.	1.004 sq. ft.	38,283 lbs.
Coloured Chrome Upper	117,836 "	1.004 "	117,367 "
Suede	48,570 "	0.905 "	53,668 "
Embossed Shoe Upper	9,687 "	1.073 "	9,029 "
<b>Total</b>			218,347 lbs.

Items	Quantity	Yields pro 1 lb. White Weight	Corresponding White Weight
Garment Leather	131,596 sq. ft.	1.920 sq. ft.	86,577 lbs.
Lining Leather	368,736 "	1.652 "	223,206 "
Embossed Leather	87,964 "	1.643 "	53,539 "
<b>Total</b>			363,322 lbs.

Items	Quantity	Yields pro 1 lb. White Weight	Corresponding White Weight
White Suede Glove Leather	6,603 sq. ft.	2.103 sq. ft.	3,140 lbs.
Coloured Suede Glove Leather	9,078 "	1.911 "	4,750 "
Chrome Nappa Leather	26,997 "	2.002 "	13,485 "
Embossed Bag Leather	2,238 "	2.110 "	1,060 "
<b>Total</b>			22,435 lbs.

size and the significance of these deviations is rather restricted. As a rule, the quantity of less progressed hides will keep the balance to the quantity of further progressed hides and the general assumption of half processing costs will be justified.

According to this assumption the relation base for prime cost accounting  $W$  will be obtained from the white weight of finished leather by subtracting the half of the decrease of stock in process, or from the white weight of soaked hides, by adding the half of the decrease of stock in process.

$$W = w_F - \frac{I_S - I_E}{2}$$

or

$$W = w_S + \frac{I_S - I_E}{2}$$

In the present case  $I_S - I_E = 325,559$  lbs. and its half equals 162,779 lbs.

$$W = 10,723,479 \\ 162,779$$

10,886,258 lbs.

TABLE 8  
Calculations Bases of the Products Registered in Table 7

Items	Calculation Bases (Pounds)
Waterproof upper leather	501,959
Russet upper leather, bark tanned	1,513,950
Harness leather, bark tanned	329,733
Belting leather	530,648
Sole leather bends	1,488,341
Sole leather shoulders	530,127
Sole leather bellies	286,240
Insole shoulders	700,284
Insole bellies	1,238,054
Russet upper leather splits	197,131
Insole splits	194,675
Total cattle hide products	7,511,142
Black chrome kip upper leather	1,192,856
Coloured chrome kip upper leather	285,293
Embossed chrome kip upper leather	668,090
Suede splits	69,255
Lining splits	55,173
Insole leather	509,097
Total kip products	2,779,764
Black box calf	37,728
Coloured box calf	115,668
Suede calf	52,890
Embossed bag leather	8,898
Total calf products	215,184
Sub-Total	10,506,090
Sheep garment leather	85,323
Sheep lining leather	219,973
Embossed sheep bag leather	52,763
Total sheep products	358,059
White suede glove leather	3,095
Coloured suede glove leather	4,681
Chrome nappa leather	13,289
Embossed lamb bag leather	1,044
Total lamb products	22,109
Total	10,886,258

If  $I_E$  were larger than  $I_S$  the half of the increase of stock in process would be subtracted from  $w_S$ .

Individual calculations for each finished product have to be related to white weights whose sum equals the amount of  $W$ . First, the finished products have to be registered, considering their quantity, the yields obtained from one pound of white weight and the white weights corresponding to the quantity obtained. The sum of all white weights has to equal the amount  $w_F$ .

Table 7 contains the finished products obtained in the same tannery in the calculation period. In this table the splits are also marked with white weights, which may appear a little strange at first glance. However, it would be superfluous to explain this here, because later, in the section on raw hide fractions and splits, full details will be given about the reasons.

The sum of all white weights equals  $W = 11,049,038$  lbs. By dividing  $W$  by this amount a factor will be obtained by which the white weight of each product can be converted into a value corresponding  $W$ . The amounts obtained by multiplication with the factor will be considered as the relation bases for all individual calculations.

In the present case,  $W = 10,886,258$  and the value of the factor is 0.9852677. By multiplication with this factor the calculation bases in Table 8 are obtained.

These are the weights which have to be multiplied by theoretically calculated costs of the unit of each product and have to be considered as bases of the whole calculation.

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## Coming Events

Jan. 19-23, 1952 — 38th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Travelers Association. Penn-Sheraton Hotel, Philadelphia, Pa.

March 9-12, 1952 — Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952 — Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952 — Annual Shoe Show. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952 — Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952 — Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Place Hotel, Cincinnati, O.

May 11-15, 1952 — Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952 — Eighth Annual Meeting of National Hide Association. Hotel Cleveland, Cleveland, O.

June 1-4, 1952 — Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Aug. 24-27, 1952 — Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Aug. 26-27, 1952 — Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952 — Annual Fall Meeting, Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

## Deaths

### Raymond C. Gaugler

... 59, chemical manufacturing executive, died Jan. 10 of a cerebral hemorrhage at his home in Larchmont, N. Y. He was president of American Cyanamid Co., New York. A native of Pittsburgh, Gaugler graduated from Duquesne University. In 1917 he joined American Cyanamid Co., served as assistant treasurer and comptroller and was named treasurer in 1929. Ten years later, he became vice president in charge of finance and was named executive vice president in 1947. He was elected president on Jan. 5, 1951, succeeding the late W. B. Bell.

During his many years with the firm he played an important part in its broad diversification program, including strides made in pharmaceuticals, biologicals and antibiotics. He was active in other firms associated with American Cyanamid and a vice president, member of the executive committee and director of the Manufacturing Chemists Association. His clubs included The Winged Foot Golf Club, Mamaroneck, Larchmont Shore Club, The Union League Club of New York and The Blind Brook Club of Port Chester.

Surviving are his wife, Eva L.; four daughters, Mrs. Frank Stevens, Jr., Mrs. Richard C. Arnold, Mrs. Lewis Wardell, Jr., and Mrs. Joseph V. Hogue; and 13 grandchildren.

### Mrs. Arthur Collins

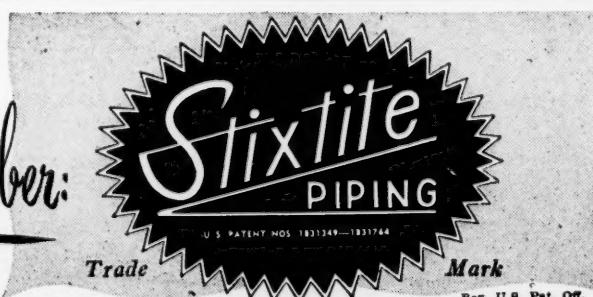
... 44, shoe fashion director, died Jan. 10 at her home in New York City. She was fashion and publicity director for Town and Country Shoes, Inc., women's shoe manufacturer. She leaves her husband, Arthur W. Collins, and a son by a previous marriage.

(Other Deaths on Page 20)

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